

Library

of the

University of Toronto


Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

http://archive.org/details/stationeryoffice1901toro

BOOKSELLER AND STATIONER

JANUARY



BOOKS. STATIONERY

FANCY GOODS ETC.

A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

THE
McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL.

A.H. HOWARD - DESIGNER

JUST READY.

Japanese Bond

This is what we call our inaugural paper for Spring trade. It is made in azure or cream, and in regent size. The stock shows that beautiful cloudy effect now recognized as the standard for fine correspondence.

Colonial Grey

is another very attractive and salable paper just added to our list, and will prove one of the leading lines for the coming season. The paper has the antique velvet finish so appreciated by ladies, and is made in octavo and regent sizes.

Our travellers have just started out. Make it a point to see these lines. Samples mailed on request.

Warwick Bro's & Rutter

Makers of High-Grade Stationery,

TORONTO.

Picturesque! Impartial! Entertaining! Thrilling!

THE GREAT BOER WAR

By A. CONAN DOYLE

478 pages, Cloth, with five Maps in Colors, $1.50.

OF the many books dealing with the South African trouble, none possesses greater interest than this book of Mr. Conan Doyle's. He is practically the first to supply a detailed history of the war in its many operations, and he has done that in so interesting and enlightening a manner that in England the publishers have been hard pressed to supply the demand.

"The conditions under which Dr. Conan Doyle's animated and valuable record was written relieve it from the dangers of red-hot impressionism. . . When to these opportunities are added that manly temper and command of forcible and picturesque language which have won him distinction in the field of fiction, it is not to be wondered at that the result should prove as engrossing as any of his novels."—Spectator.

"This sketch of the war is a masterly performance. It is hardly possible to overpraise it. . . The experience, the artistic sense, and the creative powers of a great writer are seen in the achievement."—Daily News.

"A brilliant piece of work; a true story told with masterly effect and conscientious mastery of detail."—Morning Post.

"All is related in a graphic and scholarly manner that adds dignity to the description."—The Publishers' Circular.

GEORGE N. MORANG & CO., LIMITED

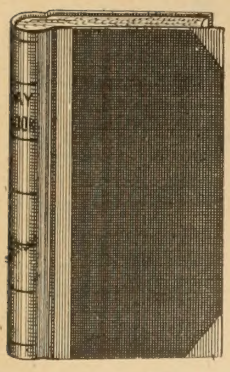
90 WELLINGTON STREET WEST, TORONTO.

Every Business Requires Blank Books.

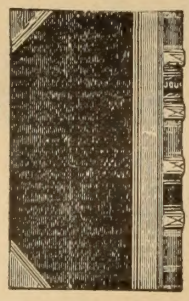
IT'S OUR BUSINESS TO MAKE THE BEST!

Commence the 20th Century Right by handling Our Superior Line of Blank Books.

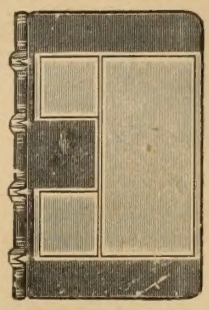
FOOLSCAP BLANK BOOKS



No. 1 Quality.
Half Rough Sheep.



No. 2 Quality.
Half Rough Sheep,
Raised Bands.

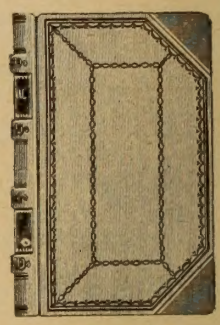


No. 3 Quality.
Full Red Russia Bands,
Canvas Sides, Hub Back.

OUR SPECIALS.



No. 512.
Everlasting.
Red Leather Back and Covers,
Cloth Sides.

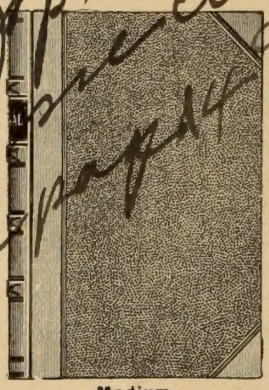


No. 612.
Never Wear.
Full Sheep Leather Covers,
Hub Back.

DEMY AND MEDIUM BLANK BOOKS

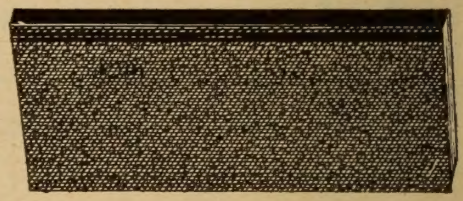


Demy.
Half Rough or Smooth Sheep.
Hub Back, Cloth Sides.



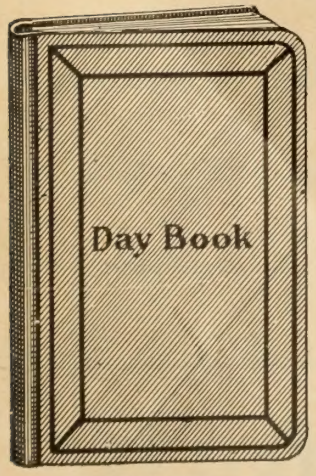
Medium.
Half Rough or Smooth Sheep.
Hub Back, Cloth Sides.

Cap and One-Third Blank Books

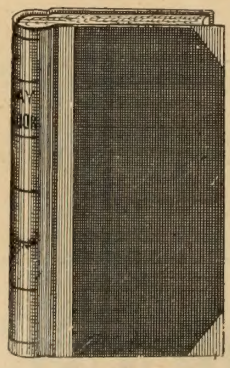


No. 260.
Quarter Bound Paper Sides, Bond Cover.

PRIVATE ACCOUNT BOOKS.



Full Canvas.



Half Roan.

Counter Books
Canvas Cover Account Books
Pressboard Cover Account Books
Sales Books
One Quire Books
Bill Books
Invoice Books
Ledger Indexes
Letter Copying Books
Quarto Books
Order Books

THE COPP, CLARK CO., Limited

Manufactory, 67, 69 and 71 Colborne St. *Warehouse, 64 and 66 Front St. West, Toronto.*

WRITE FOR ILLUSTRATED CATALOGUE

The Bookseller and Stationer

Vol. XVII. TORONTO AND MONTREAL, CANADA, JANUARY, 1901. No. 1.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

The School Text Book Question.

In the discussions upon the school book question that have taken place through the columns of the preceding two or three issues of THE BOOKSELLER AND STATIONER, all those taking part were doing business in points in Ontario outside of Toronto, where, owing to the distance between wholesaler and retailer, the situation is different to that in the city where the dealer is in close touch with the wholesale houses. Vannevar & Co., whom we are quoting, do a large business in high school and university text books, and one of the firm spoke to a BOOKSELLER AND STATIONER representative as follows :

"Being right in touch with the wholesale houses we do not have to buy any great quantity. We buy in small lots ; just as we need them. There is only a margin of about 20 or 25 per cent. on school books, unless you buy in gross lots, when you can get 10 per cent. extra. In the city the big departmental stores do most of the trade. They buy in gross and get the 10 per cent. extra margin. It is often done just to hold the trade, as in many cases they sell books with no profit. A $1 book, for instance, they offer to mail to any place in Ontario for 75c. The postage must cost them about 5c., which brings it to just about what the book costs the dealer who can't buy gross lots and therefore doesn't get the extra 10 per cent. margin.

"The dealer outside of Toronto, however, must place in stock more than we have to. I have often seen in some of those places books on the shelves that we have got rid of long ago and that they might as well throw into the street. We handle a great many university text books, and they give us more trouble than the others. The Ontario Government, of course, has no control over changes made in them ; it is all done by the universities. Sometimes a new professor will favor a certain class of text book different to the one that is being used, and, with almost no notice at all, he will sweep the old one aside and leave the dealer with a line of absolutely useless books on his hands."

***

The Trade Paper.

The usefulness of a trade paper is becoming more and more recognized. A merchant requires to know what is being done in his own line of business. There are interests which require discussion. There is information he must have. The regular newspaper is not a proper or suitable medium in which to deal with these things. The general public would misunderstand, or utilize unfairly to the trade, some of the information which a trade paper can give its readers. Scattered as it is from ocean to ocean, over a wide area, the bookselling and stationery trade of Canada has particular need of a medium of communication and information. This purpose THE BOOKSELLER AND STATIONER aims to fill. It is not issued in the interest of any firm or house or party, but is an independent organ of the whole trade. At the beginning of a new century, in wishing our readers a Happy New Year, we have to thank them for the good support they have given us during so many years. We shall appreciate a friendly word spoken in behalf of the paper and the name of any new members of the trade not on our lists, who may have excaped the vigilance of our excellent canvassers, we shall be glad to receive from old readers.

***

Cutting Prices In Fiction.

The price-cutting evil in Montreal, we are glad to hear, is readjusting itself. Our correspondent says : "Whereas, last month all, or nearly all, the St. Catherine street stores were quoting 65c., they are now asking for 75c., and either selling at 65c. only when asked to do so, or stubbornly refusing to make any reduction at all. The booksellers have seen the error of their ways. Talking to one retailer who tried to make a hit by selling 'The Master Christian' at 65c., he told us that he kept account of his sales, and he felt he was making a perfectly true assertion when he said he did not sell one copy of 'The Master Christian' at 65c. that he could not have sold at 75c.—and just as easily.

"People do not run around looking for cheap books as they do for cheap hairpins or bargain cod liver oil. When a man wants a book he likes to go to a merchant and ask him for his opinion on certain books, for he doesn't know what he is buying unless the character of its contents is described to him. The ladies that stand behind the counter of the departmental store only know how to sell books by the

yard, and most good customers of the book-counter would as soon go to a departmental store for their books as they would go to a pawn shop for a new suit of clothes. So the bookman—the thorough bookman—can get a reasonable price for a book just as easily as he can get a cut price. How many people consider the difference between 75c. and 65c. a very important matter? Not one in 10 that will spend that amount in a book. During Christmas week, while in a bookstore, I saw a gentleman buy four 75c. paper books and he paid his $3 without a murmur."

***

A Point for Dealers.

Although the action over the right of Morang & Co. to the copyright of Parkman's works, reported elsewhere in this issue, is an important one, the main issue is chiefly one between two publishing firms. It is, therefore, of less practical consequence to the trade generally than some of the questions which arise out of the terms of Judge Robertson's decision. As near as we can ascertain, the judgment means that owners of copyrights registered under the British Act of 1842 can strictly enforce exclusive rights of issue in this market. Reprints of these from the United States cannot be brought in, except by the owner of the copyright. How many British books (of which there are American reprints) may be affected by this decision it is impossible to say. Without pretending to offer a final opinion on a point of law, we cannot help thinking that the importation of American reprints becomes a somewhat dangerous operation for the Canadian importer or dealer. If a copyright is registered at Stationers' Hall, London, and the owner of that copyright chooses to exclude foreign reprints he can take legal action against the Canadian importer, whether he be wholesale firm or retail dealer. Now, this is a very awkward position in which to place the bookselling trade of this country, and we think a remedy ought to be found for it. Meantime we draw the attention of our readers to this important phase of the judgment in the Parkman case, reminding them, as on previous occasions, that the English publishers are bound to stand up for their legal rights in this market, and may at any time begin actively to stop the sale of reprints which they claim to be unauthorized. The English Publishers' Association are said to have legal counsel already retained in order to carry on such proceedings. We are further informed that an English publisher has obtained judgment ment against a bookseller in Australia who was selling American reprints of British copyright books. A word to the wise is sufficient.

THE PARKMAN COPYRIGHTS

Important Decision by Judge Robertson, at Toronto.

THIS action was brought by Morang & Co., owners of the British copyright in Parkman's works, to restrain the importation by the Publishers' Syndicate, without the authority of Morang & Co., of American reprints.

POSITION OF THE PLAINTIFFS.

Morang & Co.'s position was based upon the present position of the copyright law. The British Copyright Act of 1842 prohibits the importation into the United Kingdom or any other part of the British dominions, by any person not being the proprietor of the copyright, or some person authorized by him, of foreign reprints.

In 1847 the Imperial Parliament passed the Foreign Reprints Act, which authorized Her Majesty to suspend the prohibitions in the Act of 1842 against the importation of foreign reprints, in case the Legislature in any possession passed an Act which, in the opinion of Her Majesty, made due provision for securing or protecting the rights of the British author. The suspension of the prohibition was to continue so long as the provisions of such Act continued in force within the possession.

In 1868 the Parliament of Canada passed an Act empowering the Governor General to impose a duty upon foreign reprints, in order that the proceeds of such duty might be paid over to the copyright owners. Under this Act a duty of 12½ per cent. was imposed. The Canadian Act of 1868 was repealed in 1886, but the collecion of the 12½ per cent. was continued under the provisions of successive Customs Acts.

In 1894 the Colonial Office was notified that Canada proposed to abandon the collection of the 12½ per cent., and by the Tariff Customs Acts of that year it was provided that the collection of the 12½ per cent. was only to continue until the end of the next session of Parliament, and accordingly the collection ceased on July 22, 1895.

THE JUDGE'S DECISION.

Mr. Justice Robertson in giving judgment has held that the prohibitions against the importations of foreign reprints, which are contained in the Act of 1842, are again in force, so far as Canada is concerned, and that the importation by The Publishers' Syndicate was an infringement of Morang & Co.'s rights as owners of the British copyright.

The Act of 1842 provides that no proprietor of copyright of any book shall maintain any action until he has entered such book in the Book of Registry at Stationers' Hall. It has been a debatable question for some time as to whether this Act required an assignee to register before suing. His Lordship holds that the Act required Morang & Co. to register their assignment from the heirs of Parkman before they can maintain their action, and he therefore refused the injunction, but in view of the fact that there had been a breach of Morang & Co's. right as copyright owners, and as he was obliged to refuse the motion on purely technical grounds, he did so without costs.

POSITION OF THE DEFENDANTS.

As far as The Publishers' Syndicate are concerned, their position is that they disputed in good faith the exclusive control in Canada by Morang & Co. of Parkman's works, not being satisfied that the copyright claimed was binding. It is stated that they asked Morang & Co. to produce proof of copyright, their contention being that selecting portions or chapters from Parkman, setting these up in Canada, and registering the volume at Ottawa did not constitute exclusive ownership of all the Parkman books in Canada. It was, they contend, owing to Morang & Co.'s refusal to produce any proofs of copyright that importation was continued. The case in court turned, not upon this point, but upon the possession by Morang & Co. of a recent assignment from the heirs of Parkman of the British rights in the books. As this assignment happened not to be registered at Stationers' Hall, London, the judge decided that Morang & Co. could not institute action until it was, although their rights of ownership were undisputed. Copyright did not depend on registration which is not compulsory under the Copyright Act. When this registration takes place by Morang & Co., therefore, it is unlikely that The Publishers' Syndicate or any other Canadian firm will further dispute the right of Morang & Co. to the ownership of the Parkman works.

BOOKS AND PERIODICALS.

MORANG & CO.'S LIST.

The standing of A. Conan Doyle, both as writer and trustworthy observer, has been illustrated by the rush for his last book, "The Great Boer War." It was thought by some that war books had been rather overdone, but the demand for this work shows once more that there is always room at the top. As a matter of fact, the publishers were overwhelmed with orders from the first day the book was ready, and before the end of the year there were many disappointed ones. This was but temporary, as the publishers, seeing how the land lay, at once made provision for a copious supply. The book requires no pushing. It sells itself. It is issued in cloth only, in attractive style, with five colored maps which thoroughly explain the various situations, at the very moderate price of $1.50. One great mark of the book is its extreme impartiality. It shows the Boer as he is, and, in a brief resume of the circumstances leading to the war, puts the whole matter in a nutshell, while the descriptions of the various battles place the scenes before us in the most vivid and graphic style. Moreover, the book shows, in a startling manner, how many good British lives were needlessly thrown away. This is a book in which the trade have the chance of doing considerable business during a season often dull. The recrudescence of the South African problem will, no doubt, tend to increase the interest in the book.

HOLIDAY AND PERMANENT SELLERS—Another instance of the value of a really taking and original book to the trade is afforded by the demand, on this, its third season, of Ernest Seton Thompson's "Wild Animals I Have Known." It takes a good deal in these days to lift a book from out of the enormous crowd of books into any special prominence. It is like a crowd watching a procession when even a curbstone elevation is of value. But Mr. Thompson has mounted a good, strong applecart, which does not seem likely to upset.

His wife, too, has had good success with her "Woman Tenderfoot," of which there have been brisk sales. Its piquant style and high quality of engravings will tend more and more to make it a favorite.

POETRY.—In books of poetry, such as sell well at this season with considerable rapidity, W. Wilfrid Campbell's "Beyond the Hills of Dream" has occupied a good position, and the book is selling fairly both in Canada and the United States. There is a steady sale for the library edition of Lampman's poems at $2, and a number of inquiries for Bernard McEvoy's "Away From Newspaperdom." The beautiful edition of Browning's "Pippa Passes," issued by Morang & Co., is also one that sells on sight to a poetry-lover.

Morang & Co. have had a good Christmas sale of their set of Mary Johnston's "To Have and To Hold" and "The Prisoners of Hope" in a box. The inquiry for the novels in this form show that there are many readers who intend to preserve them in this shape.

FICTION, ETC.—Reviewers have been particularly agreeable with regard to "Committed to His Charge," by R. & K. M. Lizars. The wit and humor of the work will appeal to many, while the Crawford-like description of a parochial circle in Canada is lifelike.

Morang & Co., no doubt, did a good stroke when they secured the Canadian publication of the English "Monthly Review." The list of subscribers is already becoming important, while the conviction that this magazine is the premier review of the world is steadily growing. This seems a large claim to make on behalf of a periodical, but the excellence of the articles, combined with the fine get-up of the Review, which includes a page of type unique in modern literature, and a style of illustration altogether admirable, places it in a class apart.

Among other works of continued interest published by Morang & Co., who seem to have the faculty of selecting novels of a class a little above that of mere transitory interest, mention may be made of Gilbert Parker's "Lane That Had No Turning," "The Stickit Minister's Wooing," Doyle's "Green Flag," "The Farringdons," "The Infidel," and the charming works of Sienkiewicz.

The firm have also arranged with Adam & Charles Black, of Edinburgh, the well-known publishers of Scott, to bring out a Canadian edition of their delightful thin paper issue of the Waverly Novels. The attractiveness of these volumes, small enough to put in the pocket, tempting to read, light in weight and with large, clear type, will at once commend them to the book-loving public.

THE COPP, CLARK CO., LIMITED.

For the opening months of 1901, The Copp, Clark Co., in addition to the well-known books which they published before Christmas, are showing quite an extensive list of new books. This list, it should be said, includes paper editions of "Richard Yea and Nay," and Crawford's "In the Palace of the King." Both these books had a good sale during the holiday season, in cloth, being most handsome in appearance for gift purposes. The paper editions will allow a more extensive sale and be appreciated by those who want the books for casual reading.

Concerning Mr. Hewelett's "Richard," it is pronounced by the critics to be one of the most charming romances of recent years. One critic goes so far as to say that his English King surpasses and throws into the shade that of Sir Walter Scott, in the latter's novel of "Ivanhoe."

Among other new novels may be mentioned "The Crisis," by W. S. Churchill, author of that noted book "Richard Carvell." The new book is said to be the equal in power of the previous work.

Another of the books is "The Story of Andrew Fairfax," by Joseph Hocking, whose recent works, "The Scarlet Woman" and "The Purple Robe," have had so many readers in Canada. "Pro Patria," by Max Pemberton, who always tells a good rattling story and whose books have an established popularity, is another new novel.

The Copp, Clark Co. are also publishing Charles G. D. Roberts' new book, "The Heart of the Ancient Wood," as well as "Doom Castle," by Neil Munro, the latest star in the field of Scottish fiction. Yet another novel is called "As a Man Lives," by E. Philip Oppenhiem. This and all others are published in cloth at $1.25, and in paper at 75c.

W. J. GAGE & CO.S LIST.

After examining this company's list, we can quite agree with Saturday Night when it says that a book-buyer can rely on the selections of a Canadian publisher, as he understands the Canadian reading public much better than a foreigner possibly can.

"The Mantle of Elijah," by I. Zangwill, author of "The Master," deserves attention and cannot be lightly passed over. It is certainly a compliment to Mr. Zangwill that, although reviewed by the leading journals of England and America, it has met with no adverse criticism. The majority of the press consider it one of the strongest and most impressive stories of the year. The New York Times Saturday Review's only complaint is that the book is too clever. It says: "It is indeed a pity that men and

BOOKS AND PERIODICALS—Continued.

women in real life do not always talk in the bright, crispy way of Mr. Zangwill's characters. If they only did how much more brilliant a place to live in would this world be." There is not a dull page in the book, and the enormous sale in the cloth edition for the holiday trade indicates a great demand for the popular paper edition just issued at 75c.

We referred to the great popularity of "Stringtown on the Pike" in our last issue, and note that the book is steadily growing in favor. Seven large editions have been issued in as many weeks, and 33,500 are the result. Perhaps we cannot better give an accurate idea of the demand for the book than by quoting from The Cincinnati Times-Star: "The demand for 'Stringtown on the Pike' is greater than for any other book recently published. Notwithstanding that 44 copies were purchased for the library and one for each of the branch libraries, making a total of 141 copies, applications for 'Stringtown' are now on file both at the library and at all the branches, which it will take some weeks to supply."

Perhaps no book recently published has won such plaudits from the critics as "Lord Jim." "All done with a poetical, romantic, half wistful air for which we go in vain to any other English writer," is the comment of the London Academy. The New York Times Saturday Review says: "'Lord Jim' enchants the reader. It makes a new man of him. It is a great book, a wonderful book, a magnificent book. I fear to praise it as it deserves. * * * But I venture to say that no book like it has ever before been published in the English language." A word to the wise is sufficient. The enterprising bookseller cannot afford to overlook "Lord Jim."

With the coming of the New Year will also come an increased demand for that fascinating romance of modern Russia, "The Footsteps of a Throne." Fresh, vivid and throbbing with life, it has all the elements of popularity, and bears the impress of that master hand, Max Pemberton.

The Toronto Globe announces the marked success in England of Joanna E. Wood's "A Daughter of Witches." The book is published in Canada in a tasty edition in paper at 50c. and in cloth at $1, and the Canadian public should read this strong story by one of their leading writers.

Any book by John Oliver Hobbes (Mrs. Craigie) is certain to attract widespread notice, and "Robert Orange," her latest work, is still in the foremost rank among the most popular books of the day. Five editions have been issued in the United States, and it has been a leader in England and Scotland for some months. Politics play an important part in the book, and are treated in Mrs. Craigie's own inimitable manner.

WM. BRIGGS' LIST.

Miss Laut, who wrote "Lords of the North," is to be congratulated on the instant success of her first venture into the field of romance. There are many who consider "Lords of the North" the best Canadian story yet written. Both The Brooklyn Eagle and The Toronto Star place it above the best that Gilbert Parker has yet written. The former paper, in the course of its laudatory notice, said:

"Dramatic situations do not follow so closely one upon another but that the reader is given time to take breath, and when they do occur they come naturally and inevitably and do not call for reversion of every rule of logic and every dictate of common sense as preliminary to their acceptance. Life in the open is depicted with a master hand. The invigorating atmosphere becomes the atmosphere in which the reader lives, giving zest to his enjoyment of descriptions which are painted with a delicacy of detail which is only equaled by the breath of the general treatment."

We are glad to hear that Dr. Rand's last poetical work, "Song-Waves," gathered together some time previous to his death, and now published in a tasteful volume by William Briggs, is having an encouraging sale. It should have, for it contains verse of more than ordinary strength and beauty. Mr. Charles G. D. Roberts, who has been called our Canadian laureate, in a recent letter to a friend in Toronto, remarked: "I loved Dr. Rand himself, and I love his poetry. This last is, in my judgment, his best work. His thought is always fine and high, and it is fused in his emotion—which makes it poetry. He has individuality, imagination, a rich color sense, and a diction which, though sometimes a little strained, is very strong and striking. I regard him as a poet of importance and distinction. His death is a great loss to us."

The following interesting letter was received by Dr. Rand from the great American critic shortly after the publication of "At Minas Basin":

Lawrence Park, Brouxville, N. Y., April 25, 1897.

My Dear Sir,—There are many books and letters here, I am sorry to confess, which my burdens have prevented me from acknowledging. But I am going at once to thank you for your volume "At Minas Basin," and for the letter which has convoyed it—since I like your lyrics so much that I don't wish to have them take the chances of any delay. To-night I happen to have read your "Dragon-Fly," "Deathless," "A Dream," etc., and they plainly will lead me to further incursions upon your demesne—for they show that, like Opie, you mix your colors "with brains," and are a man of thought as well as feeling, and of both imagination and the lyric ear. I fancy you a congener of Emerson and of Arnold too. If you can retain your peculiar insight and keep fine your art, their shades need not be ashamed of the relationship. As for the "Notes," my notion is that we might as well let our readers have some nuts to crack for themselves. I am sorry your collection didn't come out in time to enrich the Canadian section of my "Victorian Anthology," and I am, with thanks and all good wishes,

Sincerely yours,
EDMUND C. STEDMAN.

THE PUBLISHERS' SYNDICATE BOOKS.

Ethel Turner's new story for girls, "Three Little Maids," issued by The Publishers' Syndicate, Limited, achieved a Canadian reputation during the recent Christmas trade. Not since the days of "Little Women" has so popular a book of that class appeared on the literary horizon. The wholesome freshness of Miss Turner's work, the entire "naturalness" of it, the sparkle of wit and depth of pathos which it contains, appealed to thousands of readers, who showed their pleasure in the revival of the genuine girls' story. It would be a mistake to imagine, however, that "Three Little Maids" is a book that will interest girls exclusively. It appeals strongly to their elders as well, and, indeed, to all who are in sympathy with youth, and with the pathetic and delightful incidents of childhood. Miss Turner's book has only commenced its career in Canada. It will become more popular as the months pass by.

Equal in popularity with "Three Little Maids" during this season have been two books for boys which will continue to have a very large sale—"The Boys' Book of Inventions," by Ray Stannard Baker, and "The Boys' Book of Explorations," by Tudor Jenks. These two books, with their wealth of illustration and their wonderfully interesting chapters, contain a veritable mine of instruction, so brightly studded with dramatic incident and graphic description as to enlist the ready attention of the boy reader. They are issued by The Publishers' Syndicate, Limited, 7 and 9 King street east, Toronto, and have proved ready sellers ever since they were issued.

Another Canadian edition of George Iles' book, "Flame, Electricity and the Camera," has just been issued by The Publishers' Syndicate, Limited, Toronto. This work has had an ever-increasing sale during the few months it has been before the public, and has taken rank as the most popular book of science recently published. Busy men of the world like Sir William Van Horne, and men of letters like Professor Fiske, have united in praising it in the highest terms, and, indeed, it has enlisted the admiration of readers of every class. It is a well-made book, well bound, well illustrated and well written, and will have a lasting reputation as a vivid and accurate recital of the facts with which it deals. Mr. Iles' book is one of the most notable of those issued in the past year.

Esther Singleton's books, issued in

New Century Leaders

The **BEST CANADIAN NATURE BOOK** of the year is W. A. Fraser's delightful story,

Mooswa and Others of The Boundaries.

With a splendid series of illustrations by Arthur Heming. With handsome cover in gold and colors. Price, $1.50 net.

The **BEST CANADIAN STORY** of the year—and many will say the best yet written—is A. C. Laut's fascinating romance,

Lords of The North.

A brilliant historical romance dealing with the struggle between the Hudson's Bay and North-West Companies for supremacy in the fur trade. Paper, 75c.; cloth, $1.25.

The **BEST WORK IN CANADIAN HISTORY** in years—and none of more fascinating interest has ever been written in Canada—is Dr. Bryce's

History of The Hudson's Bay Company.

Including that of the early French traders, the North-West Company and the Astor and X Y Companies as well. Cloth, 501 pages, finely illustrated, $3 00 net.

The **BEST COLLECTION OF CANADIAN VERSE** ever published — an ample and adequate representative volume—is Dr. Rand's

Treasury of Canadian Verse.

With biographical notes and index to first lines. Beautifully printed and bound. Cloth, 412 pages, gilt top, $1.25 net; half calf, gilt top, $2.50 net.

A NEW STOCKTON BOOK

A Bicycle of Cathay.

A novel. By Frank R. Stockton, author of "The Great Stone of Sardis," etc. Illustrated by Orson Lowell. Paper, 75c.; cloth, $1.25.

Gwynett of Thornhaugh.

A romance. By Frederic W. Hayes, author of "A Kent Squire." Paper, 75c.; cloth, $1.25.

William Briggs
PUBLISHER
29-33 Richmond St. W. TORONTO

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Standard Commercial Works.

Matte's Interest Tables,
At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum. by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,
By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,
At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x 9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.
At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1.12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,
Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,
Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),
Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,
A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,
Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

New Year Leaders

JUST PUBLISHED IN
Paper, 75c. —Illustrated— Cloth, $1.50.

The Mantle of Elijah.

By I. ZANGWILL,
author of "The Master," etc.

"One of the strongest and most impressive stories that has lately appeared."—London Chronicle.

"A Great Book—A Wonderful Book—A Magnificent Book."—N.Y. Times Sat. Rev.

Lord Jim.

By JOS. CONRAD.
Paper, 75c. . Cloth, $1.25.

Advance Sales in England, 10,000 Copies.

The Footsteps of a Throne.

By MAX. PEMBERTON.
Paper, 75c. - Cloth, $1.25.

"A story of pure adventure, with a sensation on every page."—London Daily Mail.

The Gateless Barrier.

By LUCAS MALET
Paper, 75c. (Chas. Kingsley's Daughter.)

The Girl at the Half-way House.

By E. HOUGH.
Paper, 75c. - Cloth, $1.25.

A Daughter of Witches.

By JOANNA E. WOOD.
Paper, 50c. - Cloth, $1.00.

5 Editions in the United States.

Robert Orange.

By JOHN OLIVER HOBBES
Paper, 75c. (Mrs. Craigie.)

Sons of the Morning.

By EDEN PHILLPOTT.
Paper, 75c. - Cloth, $1.50.

W. J. GAGE & CO.

LIMITED
TORONTO.

BOOKS AND PERIODICALS—Continued.

Canada by The Publishers' Syndicate, Limited, Toronto, have caught the fancy of the Canadian public, and are well worthy of their success. Her latest venture, "Wonders of Nature Described by Great Writers," is the best she has yet done, and is in every respect a fine production. Like her others, it is issued in admirable style, amply illustrated in half-tone plates, and contains a valuable selection of writings from many of the greatest authors the world has known. Miss Singleton's books should not be overlooked by those who love standard and high-class literature.

The "World's Epoch Makers" series of books from the press of T. and T. Clark, Edinburgh, is now well under way. Five of the volumes have already been issued by The Publishers' Syndicate, Limited, Toronto, who are T. and T. Clark's sole Canadian representatives. This series will contain works dealing with all the great movements that have take place in the world during the past nineteen centuries, and will form, when complete, an invaluable library of reference and general reading. The books are issued in uniform style and size, being of handy shape and excellently printed, and, being retailed at the moderate price of $1 each, are brought within the reach of all. The entire set should be kept in stock, while the volume may also be readily sold separately. The books will be issued from time to time throughout the coming year.

"The Canadian Wild Life Calendar for 1901," issued by The Publishers' Syndicate, Limited, met with the success its excellence deserved, practically the whole of the large issue being sold out by the middle of December. A small number of this issue are still in stock at the end of December, and those who have not secured some copies should write for them at once, in the hope that they may be in time to secure what has certainly proved the finest art calendar ever published in Canada.

FLEMING H. REVELL CO'S. BOOKS.

The new Sheldon book announced by the Revell Company last month will be ready beginning of January. The title is "Edward Blake: Student," and in the American reviews to hand it is very highly commended. The advance orders are quite up to expectation and a good sale is assured. The prices will be, cloth, 50c., paper, 25c.

The Revells have also been fortunate in securing the Canadian market for Newell Dwight Hillis' new book, "The Influence of Christ in Modern Life"—a study of the new problems of the church in America. Dr. Hillis is one of the most popular of the present-day American religious writers, as is evidenced from the fact that his other three larger books have reached a sale of about 50,000 copies. The present work is certainly up to the standard of his former books and is sure to have a very large sale. It is a crown, 8vo volume, cloth, gilt top, price, $1.50.

"Thy Will be Done" is a new book by Andrew Murray, the well-known author of so many popular devotional works. The sub-title, "The Blessedness of a Life in the Will of God." Meditations for a month. gives a good idea of the nature of the book. Though only ready two weeks before Christmas, the publishers report a large scale. Bound uniform with the "Ministry of Intercession," price, 75c. Many of the trade will be glad to know that the second part of the "Twentieth Century New Testament" is now ready. There have been many inquiries for it, and there is no doubt those who bought the first part will surely buy the second. Price, 50c. net.

"The D. L. Moody Year Book," which was to have been ready early in the Fall, was not ready until December, but, notwithstanding the delay, has had a good sale. The sub-title of the book—"A Living Daily Message from the Words of D. L. Moody"—explains the nature of the book, which will appeal to a large circle of Mr. Moody's friends in Canada. The selection has been made by his daughter, Emma Moody Fitt, is illustrated and very neatly bound. Price, $1.

One of the most timely books published by the Revells is "The Siege of Peking. China against the World," by W. A. P. Martin, President of the Chinese Imperial University, author of "Cycle of Cathay," etc., and an eye-witness of the events recorded in the book. Dr. Martin has been a resident in China for 50 years, and is looked upon as one of the sanest writers on Chinese matters. The book is illustrated with 19 half-tone illustrations and has a striking cover design. This ought to be one of the books on recent events in China which should have a very large sale. The price is $1.

NEW BOOK FIRM.

Mr. Thomas Allen, well known to the trade throughout Canada as a genial and popular traveller for The Methodist Book and Publishing House, with whom he was connected for 12 years, has left that house to enter into the publishing business with Mr. George J. McLeod. The firm will be known as McLead & Allen. Mr. McLeod, in the short time that he has been engaged in business in Toronto, has established a splendid business connection, and we have every confidence that, reinforced with Mr. Allen's experience, the new firm will establish itself among the leaders in the race for commercial honors and success. They have the Canadian agency for a number of strong American houses, such as Rand & McNally, Doubleday, Page & Co., and other reputable firms. Mr. Allen's leaving the Bookroom was made the occasion by his friends of presenting him with a valuable locket and chain, accompanied by an address, expressive of the high esteem in which he is held.

S. B. Gundy, manager of the wholesale department of The Methodist Book and Publishing Co., Toronto, has gone to England, and will not return until February. He will visit all the principal British publishing houses.

THE VERY LATEST BOOKS.

NEWELL DWIGHT HILLIS.

The Influence of Christ in Modern Life. A study of the new problems of the Church in American society. Crown, 8vo. cloth, gilt top. - - $1.50.

ANDREW MURRAY.

Thy Will Be Done. The blessedness of a life in the Will of God. Meditations for a month. 12mo, cloth, - - - - - - - - - - - - - 75c.

NEW VOLUME 20TH CENTURY NEW TESTAMENT.

The Twentieth Century New Testament, in modern English. Part two. Paul's letters to the Churches. 12mo, cloth, net - - - - - - - - - 50c.

Ready Very Shortly.

PROF. GEORGE ADAM SMITH.

Modern Criticism and the Preaching of the Old Testament. Being the Yale Lectures on preaching. Crown, 8vo, cloth. - - - - - $1.50.

FRANK T. BULLEN.

With Christ at Sea. A Religious Autobiography by the author of "The Cruise of the Cachalot." 12mo, paper cover, - - - - - - - 75c.

Usual Discounts to the Trade.

FLEMING H. REVELL COMPANY,

Also at Chicago and New York.

154 Yonge Street, TORONTO.

The Publishers' Syndicate, Limited

7 and 9 King Street East, TORONTO.

Books that Sell.

THREE LITTLE MAIDS, by Ethel Turner. The finest girls' story published in recent years. Cloth, illustrated..... $1.00

WONDERS OF NATURE, by Esther Singleton. Cloth, gilt, illustrated..... 2.00

PARIS, by Esther Singleton. Cloth, profusely illustrated..... 2 00

FLAME, ELECTRICITY AND THE CAMERA, by George Iles. New edition just issued. The most popular science book of the year.....net 2.00

BOYS' BOOK OF INVENTIONS, by Ray Stannard Baker, with many fine illustrations..... 2 00

BOYS' BOOK OF EXPLORATIONS, by Tudor Jenks. Illustrated in half-tones..... 2 00

THE COURT OF BOY-VILLE, by William Allen White. Finely illustrated, regular price $1.50, special..... 1.25

World's Epoch Makers

Of this important series **Five Volumes** have been issued, as follows:

LUTHER, AND THE GERMAN REFORMATION, by Prof. T. M. Lindsay, D.D.

CRANMER, AND THE ENGLISH REFORMATION, by A. D. Innes, M.A. (Oxon).

WESLEY AND METHODISM, by F. J. Snell, M.A. (Oxon).

BUDDHA AND BUDDHISM, by Arthur Lillie, M.A.

WILLIAM HERSCHEL AND HIS WORK, by James Syme, M.A., F.R.S.E.

This series, when complete, will of itself comprise an invaluable library. The series is now being issued by the famous house of T. and T. Clark, Edinburgh, for whom we are sole Canadian Agents.

PRICE, PER VOLUME, **$1 00.**

Liberal Discounts to the Trade.

Send for our Catalogues of NEW PUBLICATIONS.

THE PUBLISHERS' SYNDICATE, LIMITED

7 and 9 King Street East, TORONTO.

7 Editions in 7 Weeks.

33,500.

ALL WANT STRINGTOWN

Public Library, With 141 Copies, Can't Supply the Demand.

The public library is finding great difficulty in supplying the demand for Prof. Lloyd's new story, "Stringtown on the Pike." The demand for it is greater than any other book recently published. Notwithstanding that forty-four copies of the book were purchased for the library, and one for each of the branch libraries, making a total of 111 copies, applications for "Stringtown" are now on file, both at the public library and at all the branches, which will take some weeks to supply.

—*Cincinnati Times-Star.*

A Ready Seller.

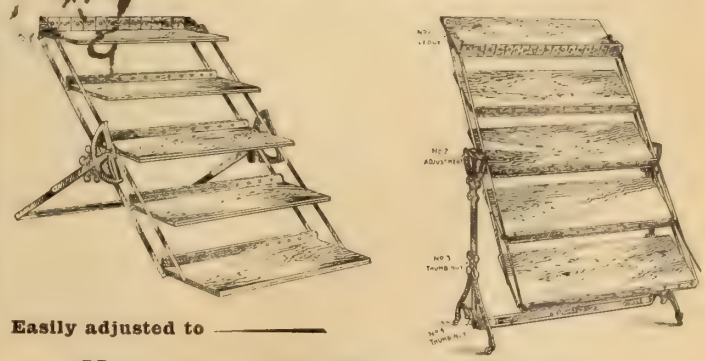
Paper, 75c.—Illustrated—Cloth, $1.25.

W. J. Gage & Co., Limited, Toronto

"THE MARSHALL"

Up-to-Date

Adjustable Display Stand and Window Dresser.



Easily adjusted to

More than 20 Different Positions.

Having a ledge on each of the shelves to support the goods when at different angles.

ORNAMENTAL, HIGHLY FINISHED, STRONGLY MADE.

Manufactured by

E. M. MARSHALL, SARNIA, ONT.

Send for Catalogue and Prices

WALL PAPER AND DECORATIONS.

A WORD ABOUT BORDERS.

AN idea has sprung up in the last year or two among a great many women who imagine they know all about interior decoration that the border is out of date, and has no place on a modern wall. They have heard that borders and friezes are not used in England, and they will have none on their walls. Some short-sighted dealers have taken up the same idea. They do not urge the sale of borders as they did a few years ago.

This is not good policy any more than it is good decorative art. The border has as good a reason for existence as the side wall and the dealer who loses an opportunity to impress this on his patron is preparing to curtail his profit, of which the sale of borders forms an important part.

It is easy to see where the "no border" idea had its origin. England is a country of large homes; old-fashioned country houses with huge rooms, wainscoted in oak half way up the wall, and for these homes the large decorative floral and Morris papers were originated. With these a border is out of place. The hanging is in itself only a sort of very wide frieze, and forms a decoration over which no pictures are hung. It is not a design intended simply to obviate the bareness of a plain white wall, but is a pictorial effect in itself, a complete scheme of color and form. It acts as a frieze.

With the introduction of these hangings into America came the idea that no borders should be used, and the woman with a slight smattering of art, and a desire to do as our English cousins do, promptly decided that all borders and friezes were wrong and should be abolished.

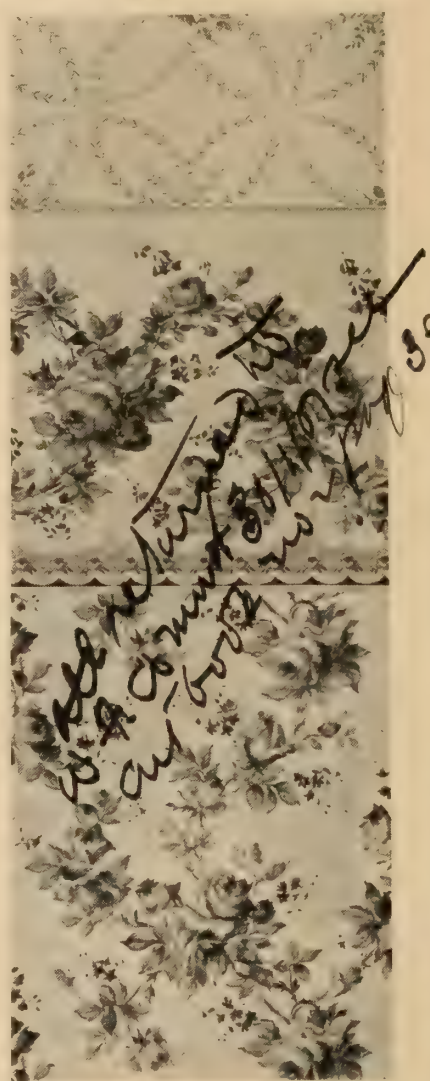
She might as well say that because she has her tailor-made gown made without frills she would have her ball-gowns as simple as a man's coat.

An ordinary wall paper needs a border. It is designed with a border. The designer does not imagine that the side wall is sufficient. He lays out a complete decorative scheme of which side walls, ceiling and border are equally important, and each depends on the other for its proper effectiveness.

Let your customer have her way with one or two rooms if she wishes. The large decorative hangings without borders have their proper place. They are right in rooms with high wainscoting or for upper-third effects. But the ordinary wall paper is not correctly used without a border. It is incomplete without one.

Don't let your customer imagine that by hanging a side wall paper with no border in a small room she is getting the "right thing," for she is not. She is only using an incomplete decoration.

The frieze is a most important feature; it is the climax of the room; the finishing touch to the decorative scheme. — Wall Paper News and Interior Decorator.



No. 1040.—The Watson, Foster Co., Limited.

A successful floral of The Watson, Foster Co. of present season. It is a pattern which lends itself to effective color treatment, and, being a twelve-color print, it has been possible to almost reproduce Nature's hues.

STAUNTONS LIMITED.

Among the most popular sellers in kitchen wall papers shown in the Staunton line for 1901 trade is one in a granite effect, and another in an oak paper, both with borders to match, and are sold at figures which will enable the dealer to offer them at very popular prices to his customers, and every dealer should have at least one coloring of both these patterns in stock. And the firm will be pleased to send samples of these on application.

The opening of the New Year serves as a reminder that Spring is not very far distant, and the returning of the bright, warm days will make window shades a necessity. Have you ordered your window shade paper for the Spring trade? Stauntons Limited will be pleased to send samples and prices when desired.

The factory has been running full time on orders, and very probably will have to go on to night work to turn out the goods to complete orders in good time, and with the big plant now in use early deliveries of all orders can confidently be relied on.

A THRIVING BRANTFORD FIRM.

MUCH of the success that attended the Christmas business of J. & J. Sutherland's book, stationery and fancy goods store, Brantford, Ont., was no doubt due to the new arrangement of the store and other improvements, as well as to the attractive manner in which the many beautiful goods were exhibited. The improvements and alterations in the store plan render it much easier for customers to make purchases. Included in their advertisements, with an invitation to inspect their stock, was an offer to emboss or stamp in gold letters, and free of charge, any book with the purchaser's name or initials.

The office, which formerly stood in the middle of the store, has been removed to the rear, and the wall paper department has been removed to the first floor, roomy stairs leading to it at the rear. This gives a store depth of 150 feet, and it would be difficult to devise a system of exhibiting more goods in that space. Shelving, on both sides, tables and showcases were all decorated with the prettiest goods.

The book department is at the rear of the store, and thousands of volumes await the inspection of visitors. The fancy goods were used to decorate the store as well as to display themselves, and bronze, ebony, silver, marble and all kinds of fancy wares from many foreign countries were lined about the shelves and tables, making a show that would be difficult to surpass.

An attractive announcement card has been prepared by The Copp, Clark Co. for their travellers to send to merchants they call on. It is in the form of a booklet, with the announcement neatly printed in gold letters on the cover. The inside page contains a photograph of the firm's new building. The idea is rather a nice one, and the card will be appreciated among the trade.

1901 WALL PAPERS 1901

— OF —

THE WATSON, FOSTER CO., LIMITED

ARTISTIC
ORIGINAL
SUCCESSFUL



WE CANNOT AFFORD TO OFFER YOU GOODS WHICH YOU CANNOT PROFITABLY HANDLE.

IF THE BEST IS NOT TOO GOOD FOR YOU

WE WILL SEND YOU PREPAID SAMPLE BOOKS OF ANY GRADE OF PAPERS YOU ARE LIKELY TO BE SHORT OF — INCLUDING INGRAINS, WHICH THIS SEASON ARE SUPERB.

DO NOT DELAY, THERE IS A LIMIT TO SUPPLY.

THE WATSON, FOSTER CO., LIMITED

MONTREAL.

POINTS FOR LIVE DEALERS.

A DEALER, writing in The New York Stationer, says that one of his methods of cultivating trade is to make it a point "to attend to the children as carefully as to grown people. If families find the children are well treated you will get their trade." This is a good idea, and one that has already made stationery stores in different Canadian cities very popular with old and young alike. The proprietors of these stores, after the results of the school examinations are published, send a neatly printed card of congratulation to each successful student of the city, and before the opening of the schools, after the holidays, send them a list of the books required, according to the class they have passed into, with the announcement that they can be had at their stores together with all other school necesssaries, and inviting them to call and inspect the stock. This kind of advertising has paid them and will pay others. Care must be taken, though, that no one is sent a wrong list, or business is likely to be hurt rather than increased.

***

The use of glass shelves will enable stationers who wish to display in their windows small articles, such as playing cards, match holders, etc., to show them to advantage much better than if they are placed on the floor of the window or mixed up with other and larger goods. These shelves can be made the full length of the window or as short as desired. They are either fastened to the ends of the window or hung by small brass chains from the ceiling. Each shelf is nearer to the window than the one above it, so that the whole is in the form of steps, and the goods on the lower shelves can thus be seen as easily as those on the top row.

***

One of the greatest difficulties in making a good window display is to avoid putting too much on show at the same time. Too many articles may make a better-looking window, but they make a poorer individual display than too few. Stationers are more likely to err on the side of placing too many things on show than almost any other merchant, as their goods are nearly all small, and a very large stock would have to be carried if a window were to be made of one line. But if three or four lines of goods are displayed the window can be filled properly and not be crowded. A town dealer finds that the best way is to specialize on two or three lines from time to time, and exhibit these to the exclusion of all other goods. If the window is changed every now and then an interesting display can be kept before the public. "People won't look at a stale window," says a writer in an exchange, "and a stale window gives the impression of a stale store."

C.G.H.

A useful calendar is sent out by Morton, Phillips & Co., Montreal, which, besides the regular monthly pages, contains a page or two devoted to postal information, the fire alarm telegraph of Montreal, bank and legal holidays, Montreal tariff for hackney coaches, street car routes, etc. It is strongly made and will be useful after the current year has passed.

A series of Canadian history readings, published by G. V. Hay, St. John, N.B., has now been completed in one volume of twelve numbers, and will make a valuable edition to Canadian libraries, public or private. The series embraces twenty-two topics, by a number of different writers, including some of Canada's authors. It is a collection of sketches of Canadian history gathered from various sources to which the average reader cannot obtain access. The bound volume of these readings is now ready and sells for $1.15. The series, unbound, can be had for $1.



Staunton

3 see ad't Book 8 page 62

Wall Papers

Our travellers are out for the final "round up," taking orders for Spring trade. They are carrying a full line of samples, and dealers should make it a point to order during this trip, as after that patterns will begin to go out of stock and will be removed from the line.

If you'd rather not wait for the traveller, drop a card for samples, we'll send them.

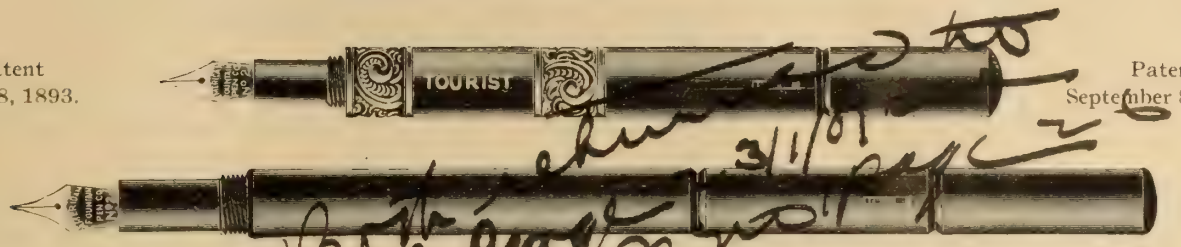
STAUNTONS LIMITED, TORONTO

FORMERLY M. STAUNTON & CO.

MOORE'S Improved Non-Leakable FOUNTAIN PEN

THE BEST Fountain Pen made at ANY PRICE.

Patent July 18, 1893.



Patent September 8, 1896.

These Pens, being constructed upon entirely different principles from other fountain pens, are without doubt the nearest PERFECTION of any pens ever manufactured. All the undesirable features of other fountain pens have been eliminated. Send for our Illustrated Catalogue, just out. It will interest you, if you are looking for a **Perfect Fountain Pen, Strictly High Grade.**

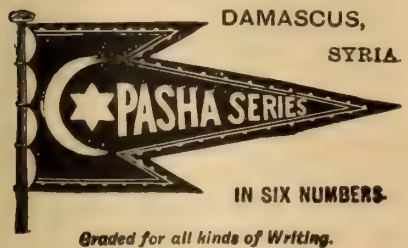
RETAIL PRICE, $2.50 TO $12.00.

AMERICAN FOUNTAIN PEN CO.

Manufacturers, 168 Devonshire St., Boston, Mass, U.S.A.

W. J. GAGE & CO., Limited, TORONTO, ONT. Agents for Canada.

TURKISH STEEL PEN CO., DAMASCUS, SYRIA.



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter TORONTO

THE CANADIAN LADIES' MAGAZINE.

Three issues have now appeared of The Ladies' Magazine, the new Canadian periodical for Canadian women, issued by The Hugh C. MacLean Company, 43 Yonge street, Toronto, and a definite idea can be formed of its qualities and prospects. The Ladies' Magazine is well printed, tastefully illustrated, and contains much valuable reading matter of interest to the large and important women organizations of Canada. Their interest will increase as time goes on, since The Magazine gets the inside track of foreign periodicals, which are not specially written for Canadians. The dealer will find it pays to handle The Ladies' Magazine.

Alex. Pirie & Sons

LIMITED

Mills—Aberdeen, Scotland.

Warehouses—London, Dublin, Glasgow, Paris and New York.

Agencies in all the principal cities of the world.

Manufacturers of the very finest grades of

Writing, Bond, Ledger, Printing and Blotting Papers, Envelopes, Cards and Correspondence Stationery.

Also Gummed and Coated Papers

Stocks kept by all first-class stationery houses.

WM. BARBER & BROS.

Paper Makers,

GEORGETOWN, - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

Notice of Removal. We expect to move to our new premises

NO. 77 YORK STREET,

(immediately south of the Rossin House) about December 15th. During removal, business will be continued without interruption.

TELEPHONE 91.

Wilson, Munroe & Cassidy, Manufacturing Bookbinders.

FANCY GOODS AND STATIONERY.

A GERMAN NOVELTY. From Germany comes an original idea in the shape of a combination bookmark, leaf-turner and paper knife. That part of it that is intended for turning over the leaves is the most novel feature of the invention. It has a lining of what is very much like soft, spongy rubber, and when this is pressed lightly on the corner of a page the latter adheres to it so that it may be turned over. The contrivance has the merit of making it easier to turn thin leaves, besides keeping them from becoming soiled by the fingers.

AN ENVELOPE MOISTENER. An envelope moistener and sealer has recently been patented in the United States, consisting of a glass tube with a soft rubber nipple on one end to which a small sponge is attached. The tube contains water and the sponge is fed through the rubber nipple. At the other end there is a rubber roller, with metal bearings, inserted in a rubber cap. The method of operation is to dampen the gummed flaps of the envelope with the sponge and then press it down evenly by running the roller over it. A shorter glass tube is provided to hold the instrument when not in use.

NEW MAILING TUBE. A new postal mailing tube has been invented which promises to become a great success. It is made in two pieces, hinged along the length of one side by a gummed wrapper, of which the greater portion is loose. When the tube is filled with whatever is to be mailed the two halves are brought together and fastened by gumming the loose part of the wrapper over them. To open the tube a knife is run along a line printed on the wrapper, when the tube falls in two pieces again. The tubes are made in sizes from 6 to 30 inches long.

NOVELTY FOR FILING. What is called the "Prompt Despatch Quoingraph" is a simple and compact combination of a manifolding machine, tag receipt and invoice envelope, with a filing desk. Shipping receipts, orders, invoices, etc., can be duplicated or triplicated, and a tag receipt and invoice envelope can be had at one writing. Papers can be filed either alphabetically or numerically as quickly as in the other way.

TWO INVENTIONS JOINED. A typewriter that can be made to telegraph is one of the latest inventions on the market. It has a system of electric magnets, keys, etc., attached to a typewriter. When one of the keys is pressed, it makes the usual impression on the paper, and, at the same time, transmits the letter over the wire, which is attached to the machine. At the other end of the line this process is reversed. The typewriter there is operated by the electric wire, and records each character as fast as it is received.

TO DISPLAY GOODS. A swivel window-hook is being manufactured which is finding much favor among the trade, especially among the smaller retailers, for whom it is exceedingly useful as a means of displaying goods. It is made of nickel-plated steel, a clamp at the bottom end on a swivel allowing this portion to turn any way desired. It has also a card-holder attachment, useful for holding a small price-card or other advertisement. The hook is capable of holding from 5 to 10 lb.

THE UNLEAKABLE FOUNTAIN PEN. A fountain pen which is absolutely unleakable and can be carried in the pocket in any position overcomes the greatest objection that can be raised to these pens, and will be eagerly sought for by those who use them to any extent. Such is Moore's non-leakable fountain pen, which is constructed upon entirely different principles from others. The undesirable features of other fountain pens, such as spilling ink on the fingers or in the pocket, the drying-up or thickening of the ink, etc., have been eliminated in this.

In filling it, there is no necessity for pulling out the pen or unscrewing the section, and thus soiling the fingers. Another of its good points is that as soon as the pen touches the paper it will write, and the user does not need to shake it or otherwise force the ink to the tip. It can also be adjusted very easily for either shading or printing. The highest grade of gold pens is used, and the barrel and caps, being of pure gum rubber, have a superior finish and lustre that is not found on the average pen.

As this pen is in many points entirely different in construction from other pens, it is necessary for dealers to be able to instruct their customers in the use of it, and a full set of directions accompanies the pens. The makers, The American Fountain Pen Co., for whom W. J. Gage & Co., Limited, Toronto, are Canadian agents, offer to repair the pens at the lowest possible cost, and also to clean, fill and return them free of charge.

LATE LEATHER GOODS. Though the rush in leather goods is over, there are two or three lines that continue to sell well through the Winter. Leather writing pads are one of them. Brown Bros. are showing a special line in a size that takes a whole sheet of blotting paper. The binding is of a somewhat better style than the average. Another article in their leather goods department that is selling steadily is the bill case for the use of bankers, insurance men, etc. They are shown in morocco and roan, with either strap or lock fastener, and arranged alphabetically, or by months or days of the month. The diaries for 1901 have been selling so well that the stock is rapidly running down, so that it is advisable to order now, as they will not be supplied after the present stock is sold out.

A NEW PEN. In addition to the making of books, T. Fisher Unwin, London, Eng., has recently turned his attention to the manufacture of steel pens. We have received from him a dainty sample box of his "U" pen, designed to meet the needs of literary men in particular, and all who like a smooth running pen of moderate flexibility. A shilling box contains 3 doz. pens.

NEW DECORATED TISSUE One of the newest and most beautiful things in fancy goods is the decorated crepe paper for making lamp shades, covering flower pots, decorating, etc. Brown Bros. received a shipment a little late for the Christmas trade, but, notwithstanding this, they went very rapidly. The designs are mainly floral, though others are shown also,

1901

We wish all our friends a very

HAPPY and PROSPEROUS NEW YEAR.

We have pleasure in announcing to the Trade that we intend to be more than ever fully prepared to enter upon the **New Year** and **New Century** in a position to supply all requirements and to keep our **Stock Fully Assorted** and **Thoroughly "Up-to-date."**

OUR SPECIALTIES ARE:

Account Books,
Stationery,
Leather Goods,
Paper,
Office Supplies,
Printers' and **Binders' Material,**
Diaries,
Bookbinding.

AGENTS FOR

Esterbrooks' Steel Pens,
Wirt Fountain Pens,
Arnold's and David's Inks,
Pen Carbon Letter Books, etc.

We aim to have the most Complete Stationery House in the Dominion

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,
51-53 Wellington St., W.,
TORONTO.



Society Notepapers

Suitable for the Spring trade. We handle everything that is required in stationery by business and society people, as well as Printers' and Stationers' Supplies.

Better than ever before.
The kind you want.

The . . .
Barber & Ellis Co., Limited
TORONTO.

FOR SCHOOL CRAYONS



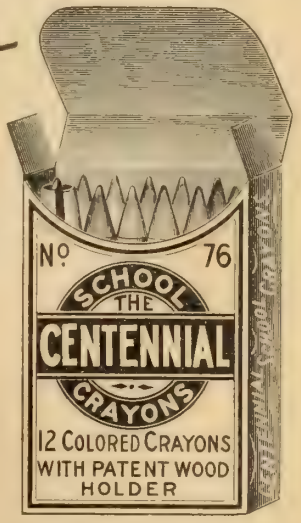
Write the Best and Finest
Manufacturers in the United States

The inserted cuts represent two of our

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

NEW MUSIC

A FRANGESA. — March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.

COONTOWN REVELS.—By Chas. E. Musgrave. A splendid Two-Step.

Anglo-Canadian Music Publishers' Association
"ASHDOWN'S" Limited
88 Yonge St., - Toronto.

FANCY GOODS AND STATIONERY—Continued

and all are original. The colors and tints are very beautiful. These papers are likely to become great favorites. They are sold to the trade for 18c. per yard. The special blank books bound in full calf Russia bands, and half Russia, with extra finish, are made up in all sizes, imperial, super-royal, royal, medium, demy and foolscaps. Another special is the perpetual ledger, in which the leaves are securely locked in place by a new system, which, when unlocked, allows them to be removed easily without injury or disturbing other leaves.

GOLF AND OTHER GOODS.

The H. A. Nelson & Sons Co's. travellers will soon be on the road with a finely assorted line of staples for Spring trade; new goods in every line. Their line of sleeping coaches and baby carriages is an improvement, even after that of 1900. In smallwares and staple fancy goods many new and striking designs are to be found. The Spring and Summer goods catalogue will be ready for issue the first week of February, and it will be well worth any dealer's trouble to write for a copy. This company will, during 1901, carry a full line of golf goods, and will be ready to fill all orders.

THE BLANK BOOK TRADE.

At this time of year a big business can be done in all kinds of blank books by merchants who are sufficiently alive to their own interests to lay in a proper supply. An exceedingly complete and varied stock is shown in Copp, Clark Co.'s warerooms. The "Everlasting," No. 512, foolscap size, strongly bound in cloth with leather backs, comes in journals, long day books, and ledgers. It has 600 pages, unit ruled and paged, and sells to the trade for 75c., special price for quantities.

The "Neverwear," No. 612, is crown size, bound in rough sheep with red leather corners. The ledgers come indexed. This book is also made in cash books and journals; $1.50 to the trade. Among the other blank books shown are pressboard cover account books, with cloth backs, to retail at from 10 to 25c., according to thickness; sales books, with canvas covers; private account books, journals, ledgers, day and cash books, in small and large sizes; minute books, in leather, cloth, canvas and board covers. These last should receive special attention, as at this time of year there are many changes being made in lodge secretaries, etc., and a stationer may do a good trade in them if well supplied. A line of day books, specially adapted for butchers and grocers, is meeting with a heavy sale. The Dominion housekeeping expense book, designed for individuals or families, has been one of their best selling lines for 20 years, and is still going very well. Teachers' class books for Sunday-schools are offered to the trade for 35c. per dozen. These, besides the ruling for the names, contain many valuable hints to teachers. Another blank book for rolls is shown, with special ruling for this purpose. It is cloth bound, quarto size, and sells to the trade for $3.60 per dozen. The combined diary and memorandum books have been selling so well that the cheaper grades have been all sold out. The newest addition to the series of Dominion diaries is the legal edition, made specially for the legal profession. It contains many things that are of particular value to that class and should be easily disposed of by any stationer.

They have a very fine catalogue, descriptive of their blank book and general stationery lines, which dealers would do well to send for, as it is one that may be kept at hand for reference as long as desired. Besides the written description, there are many illustrations, together with a price list of all the goods. An announcement card is being prepared for their travellers to send to customers, which is a very attractive specimen.



GOOD STATIONERY NOVELTIES.

The cut shown above represents the "Gem" letter and parcel scale. It works automatically, weighs up to 8 oz., and retails for $1. Buntin, Gillies & Co., Hamilton, offer them to the trade at a price which allows of a liberal profit.

VALENTINES AND EASTER CARDS.

There will be many totally new designs in Easter cards during the coming season. Copp, Clark Co. are showing some new effects in silver and gold, photogravures, and some pretty designs in parchment and crepe papers. These are entirely new, nothing like them having been shown in Canada before. Mounted photographs and embossed work are among their best-selling goods, as are also ribbon booklets, hand-painted, floral and cross designs. The Whitney valentines may be expected to sell as ever. They are among the handsomest put out by any firm this year. The tints are very delicate. They are made in silks, satins, celluloid, parchment, etc., and combinations of these, some decorated with gold by hand.

NERLICH & CO.S NEW BUILDING.

The handsome new building, just completed on Front street west, opposite the Union station, Toronto, is to be occupied by Nerlich & Co., whose increasing business compels them to take up larger premises. They are now removing to this building, where they will be fully installed in a few days. The building is a large one, containing some 60,000 square feet of floor, six storeys high, with all modern improvements, and especially adapted to the company's business. With the increase of space Nerlich & Co. are proportionately increasing their stock in all lines, and their travellers now on the road with Spring and Summer goods are showing many special lines in toys and notions of every description. The imported goods, samples of which the travellers will be showing in February, include French and Japan china, albums, writing desks, etc., besides a large range of novelties in china, metal, celluloid and plush.

DEVONSHIRE NOTE.

One of the largest, if not the largest deliveries of high-grade stationery ever made in Canada has just been shipped from the warehouse of Warwick Bros. & Rutter. It consisted of 2,000 reams of Devonshire notepaper, and 1,000,000 Devonshire envelopes.

This immense quantity of one particular line is all the more remarkable when it is known that the largest quantity sold to any one customer was 20 reams of paper and 10,000 envelopes.

This firm are making a specialty of this line of stationery and dealers who have not already taken advantage of the offer should place their order at the earliest opportunity. The value is unequalled.

ARTISTIC CORRESPONDENCE.

Warwick Bros. & Rutter are showing a new series of high grade notepaper and envelopes, called "Japanese Bond." The stock is of the finest quality of linen bond and is made with a cloudy effect, which makes it one of the most artistic papers to be found in the stationer's assortment. "Japanese Bond" is shown in azure and cream tints and in regent size. This size is the favorite for ladies' use, and dealers stock-

"In the Spring the Young Man's Fancy."

Valentines for 1901.

COMIC VALENTINES

Designs funnier than ever. 35 and 80 cents per gross.

LACE VALENTINES

Novel and beautiful lace confections. 80 cents per gross to $3.60 per doz.

CARD ASSORTMENTS

Large selections of dainty shapes. $1.25 to $7.00 per hundred.

VALENTINE DROPS

In forty-seven different styles. 80 cents to $3.60 per hundred.

Embossed Valentine Envelopes to suit all sizes and styles.

The Copp, Clark Company Limited

TORONTO

HILL'S

"For the Empire" Series

Unique—Dainty and Entirely New.

Easter Cards

Prices from

$2.00 to $20.00

Per 100.

NEW EFFECTS IN

Silver and Gold
Photogravures
Parchment and
Crepe Papers
Photograph
Embossed
Ribboned
Hand-Painted

Beautiful Floral and Cross Patterns, etc.

The Copp, Clark Company Limited

64 and 66 Front St. W., TORONTO.

Canadian Agents

For Hill's "For the Empire" Cards.

See the samples now in the hands of our Travelers.

FANCY GOODS AND STATIONERY—Continued

ing the new line will find it equal to the now famous "Duchess" series, which is recognized as the standard for fine correspondence. "Colonial Grey," another line also just marketed by this firm, is the new shade of grey now running in London and Paris, The paper has a soft velvet finish and is made in the same size as the "Japanese Bond." These two papers, added to the already long list of standard lines, make the series of fine papers manufactured by Warwick Bros. & Rutter everything that could be desired, and the trade will, no doubt, appreciate the advantage and convenience of procuring a complete range of desirable lines from one house. The travellers for this house have just started on their inaugural trips for the new century and will wait on their respective customers in good time. Samples of new lines will gladly be mailed from the house on application.

THE NEW CENTURY. The Joseph Dixon Crucible Co., Jersey City, U S.A., have published a booklet entitled "When the New Century Will Really Begin," the first half being taken up with that subject, and the next with a series of articles on the different makes of Dixon graphite pencils, the history of pencils, colored pencils, etc., the whole booklet making a somewhat original advertisement, and one that is likely to bring good results. The different articles on the graphite pencil are all worth reading apart from the advertising in them. The booklet is well printed and thoroughly illustrated with all sorts of colored and black pencils.

A. J. Adam, toys and fancy goods dealer, Quebec, has assigned.

Annie Durward, fancy goods dealer, Tilsonburg, Ont., has given up business.

THE MONTREAL TRADE.

From BOOKSELLER AND STATIONERS' Special Correspondent.

Montreal, December 28, 1900.

THE holiday trade weighted the purses and lightened the hearts of the Montreal booksellers in a manner that makes it take precedence over that of other years. Every bookseller reports a brisk trade. People had plenty of money for holiday gifts and their taste seems to have run along the line of books and calendars more than ever before. Special efforts were put forth this year to induce customers, and articles both cheap and expensive were on view to suit all tastes. Cloth books sold particularly well, "Eleanor" doing better than any other in the majority of stores and "The Master Christian" in the minority. There is little doubt that if Conan Doyle's "Great Boer War" had come out in time to be boomed for the Christmas trade it would have been the book of the month and a great seller. Talk as you will, the British public is not yet tired of the Boer War. It may have grown weary of newspaper accounts but, as this war is making history, the Canadian reading public must have an unbiased and authentic account of the struggle fit to be placed in a well-chosen library. Such a want is filled by Conan Doyle's book and, as it sells at the popular price for cloth bound books, it ought to have proved a good holiday gift book. As it was, quite a number of copies were sold in that one week.

Among the more expensive works, Rosebery's "Napoleon" created the most talk. It was advertised in the city papers quite extensively and received in a favorable spirit. Many a man who can appreciate a good biography was presented with a copy of the work. "Flame, Electricity and the Camera," by Geo. Iles, a Montreal citizen, also made its appearance in many homes. Some $5 authograph copies of "Eleanor," in two volumes, were on sale in the city, but they did not sell very freely. "The Palace of the King" and "Richard Yea and Nay" took fairly well for new fiction. Paper editions of these works are promised in January. "Eben Holden," "The Cardinal's Snuff Box," "Rule with a Difference," "Turrets, Towers and Temples," and "The Martyrdom of an Empress" are also worthy of notice. Paul Leicester Ford's "Wanted a Matchmaker," and Grant Allen's "Paris" were called for by many good customers.

E. N. Renouf is handling a book worthy of some attention. It is a work written by an ex-mayor of Montreal, Mr. H. Beaugrand, entitled "La Chasse Gallerie," and is composed of French-Canadian stories, illustrative of Quebec life. There are only 100 pages in the book, but Pelletier, of 36 Lawrence street, who did the printing, has executed an artistic piece of work and, as it is beautifully bound in fawn with lapping covers, and there are only a few copies to be sold, it is a valuable addition to our Canadiana, and is well worth the price, $2.50. It was written originally in French, but has been translated into English. Mr. Renouf has the control of the sale of the book and reports that he has already disposed of quite a few copies.

In his holiday trade, Mr. F. E. Phelan made a leader of a very fine line of 25c. books published by Donohue, Henneberry & Co. They comprise some of the best works that have outlived their copyright, and, buying them in quantity, Mr. Phelan was able to offer a handsome little book at a low price and still make a 50 per cent. profit. This pushing of the cheap novel is probably one result of the cutting in the price of the 75c. current fiction, and that it was successful is proved by the fact that Mr. Phelan has only a few copies left out of a lot of several thousand. People bought these books in lots of half dozens and dozens; so Mr. Phelan made money—much more than by selling the 65c. book bought for 55c.

Messrs. F. E. Grafton & Sons had a most successful exhibit of Life's pictures during the rush of the holiday trade. As noticed last month, they transformed their second flat into an art gallery where they had on view (and on sale) original and Japan proof drawings of the many noted New York artists in the employ of the Life Publishing Company. Four large specimens of the work of Charles Dana Gibson were the principal features of the collection, but there were also sketches by T. K. Hanna, jr., Allan Gilbert, Albert H. Blashfield, Otto Cushing and others. The copies were sold at $2 each and the sale was so large that Mr. Grafton had to telegraph for a second shipment. He had intended the display to be an advertisement but it turned out to be a profitable investment. That it was an advertisement was proven by the fact that this year's December sales totalled to about twice the amount of last year. It drew quite a crowd of customers to his book counters.

E. H. C.

GOOD BUSINESS IN HAMILTON.

Wm. T. Lancefield, publisher and importer, Hamilton, Ont., opened up a retail stationery store in that city in November, and, notwithstanding the lateness of the season, did a lively Christmas trade in books, cards, Christmas papers, etc. The West End Book Store, as it is called, is well advertised, and will, no doubt, do a good share of the business in Hamilton. It is pleasant to hear that Mr. Lancefield, who has been a reader of BOOKSELLER AND STATIONER in the past, has "learned a good many things from it."

NOTES OF THE TRADE.

James M. Hamilton, druggist, Blyth, Ont., has been burned out.

R. A. Bradshaw, stationer, Slocan City, B.C., has sold out to A. R. Rolderston.

The Scantlebury Wall Paper Co., Limited, Winnipeg, Man., has obtained a charter.

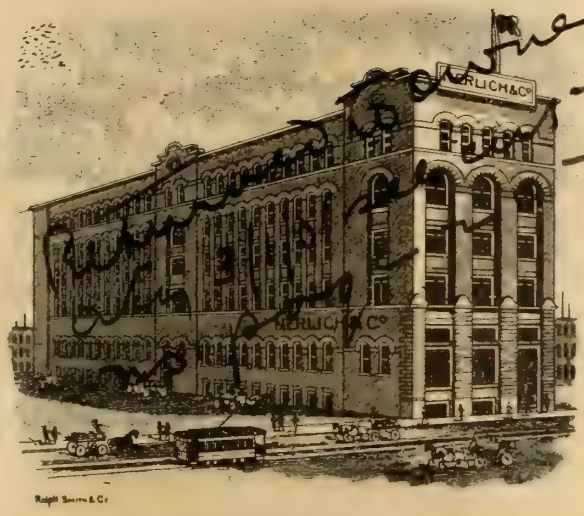
Stephen Nevison, dealer in fancy goods, paints, etc., Fenelon Falls, Ont., has given up business.

A. V. Des Roches, fancy goods dealer, Brockville, Ont., has assigned to R. Osler Wade, of Toronto.

A short time ago Dean & Son, Limited, London, Eng., publishers of children's books, issued a successful volume of "Pictures for Little Englanders," and also an "A B C for Baby Patriots," both of which met with marked appreciation from both old and young. A third volume has now been added to this amusing series of picture books. It is a new version of an old rhyme, and is called "Ten Little Boer Boys." There are 14 drawings in color by A. S. Forrest, and they are quite up to the standard he established in his first book.

Gold Medals, Paris, 1878 : 1889.
JOSEPH GILLOTT'S
Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.
PENS

NERLICH & CO.'S NEW BUILDING



OPPOSITE UNION STATION.

Our new premises opposite the Union Station, Front Street West, have just been completed, and we will have our stock removed within a few days. With doubled floor space and all modern warehouse improvements we can promise our patrons largely increased ranges in all lines, and assure prompt and careful attention to orders.

For Spring Trade.

Our travellers are starting out with complete lines of Spring and Summer goods, including:

TOPS, MARBLES, ALLIES, SKIPPING ROPES, BASEBALL, TENNIS, LACROSSE GOODS, CHINA, GLASSWARE, SUNDRIES.

Special Spring Toys and Notions.
Souvenir Goods of every Description.

Our Import Samples.

are on the way and will be in our travellers' hands by Feb. 1st.

ALBUMS, PHOTO FRAMES, FANCY MIRRORS, ATOMIZERS, COMPANIONS, WORK BOXES, WRITING DESKS, POCKET BOOKS, CLOCKS, BRONZE GOODS, FRENCH and JAP CHINA.

Novelties in China, Metal, Celluloid and Plush.

Nerlich & Co.

TORONTO.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between December 1, 1900, and January 1, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11785. Pioneers of France in the New World. By Francis Parkman. Morang & Co., Toronto.

11786. Lords of the North. By A. C. Laut. William Briggs, Toronto.

11787. Pass Book of the Square Commission Advertising System. L. C. Macklem, Toronto.

11789. Geographical Handbook of the Province of Ontario. By C. C. James, M.A. Steinberger, Hendry Co., Toronto.

11790. The Catholic Almanac of Ontario for 1901. Mrs. Emma O'Sullivan, Toronto.

11791. Don't be Ashamed to Come Back Home. Words and music by Monroe H. Rosenfeld. Ilsen & Co., Cincinnati.

11792. In Bohemia, and Other Studies for Poems. By Mrs. T. Sterry Hunt ("Canadienne".) Anna R. G. Hunt, Montreal.

11795. When Sousa Leads the Band. Words by William Jerome. Music by Horwitz and Bowers, Chicago.

11796. Gathering Shells. Yorke. Music. Church Co., Cincinnati.

11797. Swing High — Swing Low. Waltz. By Edward M. Read. Church Co., Cincinnati.

11798. The Butterfly. Waltz. By Edward M. Read. Church Co., Cincinnati.

11799. The Merry-Go-Round. Polka. By Edward M. Read. Church Co., Cincinnati.

11800. Through the Meadows. March. By Edward M. Read. Church Co., Cincinnati.

11801. Up the Mountain. Two-step. By Edward M. Read. Church Co., Cincinnati.

11802. The Tally-Ho. March. By Edward M. Read. Church Co., Cincinnati.

11803. On the Beach. Schottische. By Edward M. Read. Church Co., Cincinnati.

11805. A. B. C. Waltz Charts. Frank H. Norman, Montreal.

11807. Canadian Girls Waltz. By Catharine McDonald, Paisley, Ont.

11808. I Wait for Thee. Words by Ida Whipple Benham. Music by C. B. Hawley. Church Co., Cincinnati.

11809. Molly's Eyes. Words by Frank C. Stanton. Music by C. B. Hawley. Church Co., Cincinnati.

11810. Illustrated Advertising. By F. W. Johnston, Toronto.

11811. Beaming Eyes. By A. Wellesley. William H. Billing, Toronto.

11812. The Kiteley Collecting System. Form. Hiram Kiteley, Toronto.

11813. Canada: An Encyclopædia of the Country. Edited by J. Castell Hopkins, F. S. S. Volume VI. — Supplementary. Bradley-Garretson Co., Toronto.

11814. Canada's Sons on Kopje and Veldt. By T. G. Marquis, B.A. Bradley-Garretson Co., Toronto.

11816. Song-Waves. By Theodore H. Rand, D.C.L. Emeline A. Rand, Toronto.

11817. Almanach de l'An 1901 des Pilules Rouges. La Compagnie Chimique Franco-Americaine, Montreal.

11818. X N-Tric. Two Step Characteristic. By L. V. Gustin. Whaley, Royce & Co., Toronto.

11819. In Days Gone By. Words by Mildred Lawrence. Music by Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

11820. Autumn Glide. By May E. Lord. Music. May E. Lord, Toronto.

11821. New Game of Maple Leaf. Copp, Clark Co., Toronto.

11822. Karl Rhymes. By Charles Dougall. Charles John Dougall, Belleville.

11824. Gwynett of Thornhaugh. By Frederick W. Hayes. William Briggs.

11826. De Golden Gate. Words by Minnehaha. Music by Mrs. Wm. Foran. Mrs. Chas. W. Little, McKellar, Ont.

11828. The Red River Voyageur: And Other Poems. By John Greenleaf Whittier and other American Poets. Morang & Co., Toronto.

11829. The High School German Reader. With Elementary Exercises, Exercises in Composition and Vocabulary. By W. H. Vander Smissen, M.A., and W. H. Fraser, B.A. Copp, Clark Co., Toronto.

11831. Almanach du Peuple de C. O. Beauchemin et Fils, pour 1901. C. O. Beauchemin et Fils, Montreal, Que.

11833. Bouquet of Kindergarten and Primary Songs with Notes and Gestures. Also an Appendix; Little Readings for Little Folks. Introduction by Mrs. J. L. Hughes. Selby & Co., Toronto.

11834. Valse Caprice. For piano. By J. Lewis Browne. Whaley, Royce & Co., Toronto.

11835. At a Coon Fair. Two-Step and Cake Walk. By T. S. McCarter. Whaley, Royce & Co., Toronto.

11836. Indeed. Song. Words and music by Arthur Trevelyan. Whaley, Royce & Co., Toronto.

11837. In a Garden of Roses. Waltz. By Arthur Wellesley. Whaley, Royce & Co., Toronto.

11838. If I Only Had a Dollah of My Own. Words and music by Bogert & O'Brien. Arranged by J. Del. Vecho. Whaley, Royce & Co., Toronto.

11839. I Never Liked a Nigger With a Beard. Words and music by Monroe H. Rosenfield. Whaley, Royce & Co., Toronto.

11840. Riddin' Off to Dreamland." Lullaby. By Mildred Lawrence and Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

11841. If I Thought You Could Make Him Happy. Words and music by Monroe H. Rosenfeld. Whaley, Royce & Co., Toronto.

11842. I Don't Care What Happens To Me Now. Words and music by Artie Hall. Whaley. Royce & Co., Toronto.

11852. A Half Century of Conflict. By Francis Parkman. Vol. I. Morang & Co., Toronto.

11854. The Canadian Almanac for 1901. Copp, Clark Co., Toronto.

11855. Is There a God for Man to Know. By James Carmichael, D.D., D.C.L., Dean of Montreal. Church of England Pub. Co., Toronto.

11856. The Ontario Legal Chart, 1901. H. Cartwright, Toronto.

11857. The New Brunswick Second Reader. Gage & Co., Toronto.

11858. The New Brunswick Third Reader. Gage & Co., Toronto.

11859. The New Brunswick Fourth Reader. Gage & Co., Toronto.

11860. Educational Review Supplementary Readings, Canadian History, No. 12 December 1900. George U. Hay, St. John.

11861. Salve Regina (Saviour Have Mercy). Solo for mezzo-soprano or baritone. By F. A. Anglin, Toronto.

11863. Messengers of the Churches. First series. By Rev. J. E. Sanderson, M.A. Wm. Briggs, Toronto.

11864. The Military Maid. March and two-step. By W. A. Corey and Theo. H. Northrup. Whaley, Royce & Co., Toronto.

11865. Tic, Tac, Toc, Went My Father's Clock. Words and music by H. H. Godfrey, Toronto.

11866. Canadian Authors. Game of cards. Copp, Clark Co., Toronto.

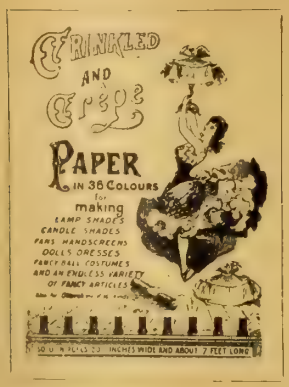
11867. Comrades. Game of cards. Copp, Clark Co., Toronto.

INTERIM COPYRIGHTS.

664. Edward Blake: College Student. By Chas. M. Sheldon. Book. By Fleming H. Revell, Toronto.

665. Oh, Who Would Not Be Irish. Song. Leonard D'Arcy Hinds, Toronto.

667. Revell's Revised One Year Class Book. Fleming H. Revell, Toronto.



Crêpe Paper

of the

"DANCING GIRL" BRAND

is the only paper which gives satisfaction in making **Lamp and Candle Shades.**

Owing to the large variety of colors and styles, very artistic effects can be obtained by its use in decorating halls for social entertainments, and also for **Bazaar Booths,** etc. See Butterick's "Uses of Crepe and Tissue Paper."

To be had of all Wholesale Stationers and Fancy Goods Dealers.

HENRY L. LYMAN,

Canadian Agent, 12 St. Nicholas St., MONTREAL.

Handsome Cards—Quick Sales—Good Profits.

Dealers find that social leaders who entertain with cards are delighted with

"Congress" Playing Cards.

Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

They are widely advertised and are favorites everywhere.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

THE CANADIAN GROCER
The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

HARDWARE AND METAL
The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

THE DRY GOODS REVIEW
Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

THE MILITARY GAZETTE
The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER
Official organ of the Canadian Press Association and The Employing Printers' Association.

THE BOOKSELLER AND STATIONER
The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co., Limited, MONTREAL and TORONTO.

SCHOOL SUPPLIES.

Text Books, Scribblers and Exercise Books, Pencils, Penholders, Pens, Slates, Slate Pencils, Crayons, etc.

Reduced Prices on Rubber Tipped Pencils.



Sharpened, - - - $1.00 per gross.
Unsharpened - - - 95c. per gross.

Ten per cent. off in twenty gross lots.

Buntin, Gillies & Co. Hamilton.

Montreal Office—21 Mechanics Building, St. James St.

THE H. A. NELSON & SONS CO., LIMITED

59-63 St. Peter St., Montreal, Que.

Spring Goods
Baby Carriages
Doll Carriages
Go-Carts
Sleeping Coaches
Waggons
Velocipedes
Tricycles
Fishing Tackle
Hammocks
Sporting Goods
Fireworks
Firecrackers
Flags, Lanterns
Marbles, Tops
Skipping Ropes
Croquet
Golf Goods, etc.



OTHER PERMANENT SAMPLE ROOMS:

56-58 Front St. West, Toronto, Ont.
74 St. Joseph St., Quebec, Que.
Sparks St., Ottawa, Ont.

THE LONG EVENINGS OF WINTER ARE COMING—WHAT SORT OF LIGHT ARE YOU GOING TO USE?

Greasy Candles, Smelly Oil Lamps, Poor Electricity or Flickering Gas?

Isn't it about time to make a change and

GET more Light For . . . Less Money?

Get 100 Candle Power for 50c. a month.

GET the Light of Eight Oil Lamps for the cost of Two.



GET AN **AUER GASOLINE LAMP.**

Your money back if you don't like it.

Write for Catalogue. . .

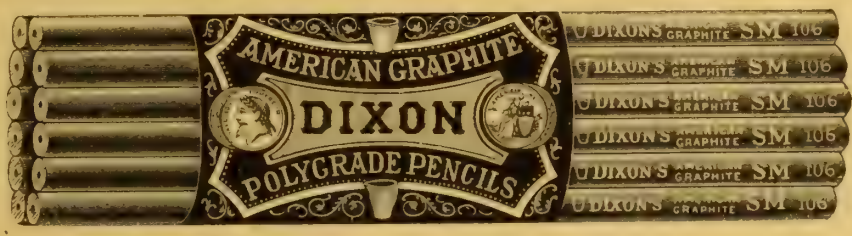
AUER LIGHT CO.

E. Simpson & Co., Moose Jaw, Agents for the Territories.

1682 NOTRE DAME ST., MONTREAL

BOOKSELLER AND STATIONER

FEBRUARY



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

BOOKS, STATIONERY, FANCY GOODS ETC.

THE McLEAN PUBLISHING CO
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A.H. HOWARD: DESIGNER

OUR.... TWENTY-THIRD IMPORT



Fancy Goods Season.

Preliminary Announcement

We have found by past experience that it pays to have the **Newest** and **Latest** designs, even at the expense of being late. This year we will be later than usual, but can promise a larger and even more **Up-to-date** line than ever.

WAIT AND SEE.

Warwick Bro's & Rutter

IMPORTING STATIONERS,

TORONTO.

George N. Morang & Company, Limited

THE MONTHLY REVIEW

"The best magazine in the world."

"The Monthly Review," which is published in England by John Murray and in Canada by George N. Morang & Company, Limited, is contributed to by the foremost writers on all the subjects of the day. Price, 50 cents per number, $5.00 per year.

THE GREAT BOER WAR

Of all the books that have appeared on the subject of the South African war the above, by A. Conan Doyle, stands pre-eminent, and it has sold in advance of all others. Interesting, truthful, graphic and fearless. Cloth, with 5 maps, $1.50.

AN ENGLISH-WOMAN'S LOVE LETTERS

This exceedingly popular book is the literary sensation of the day, and the way in which successive editions have been demanded by the public is sufficient evidence of the hold it has obtained and of the love of the crowd for mystery. Cloth, $1.50.

90 Wellington Street West, Toronto

JUST PUBLISHED.

CANADIAN COPYRIGHT EDITION.

Edward Blake: College Student.

By CHARLES M. SHELDON,

Author of "In His Steps," etc.

12mo, Cloth, 50 cents; Paper, 25 cents.

We have asked the opinion of a number of people who have read "Edward Blake," and the unanimous verdict is that it is one of the best books Sheldon has written.

Irene Petrie

Missionary to Kashmir. By Mrs. Ashley Carus Wilson.

ILLUSTRATED, 12mo, CLOTH, $1.50.

"British Weekly" says: "It takes rank with the lines of Dr. Paton and Mackay of Uganda, and can only be compared to the life of Bishop Hannington."

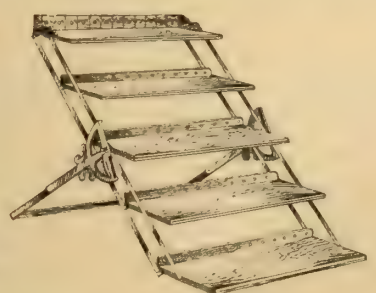
FLEMING H. REVELL COMPANY

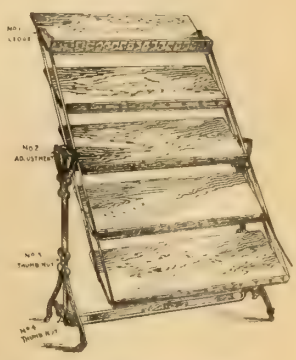
Also at Chicago and New York. **154 Yonge Street, TORONTO.**

"THE MARSHALL"

Up-to-Date

Adjustable Display Stand AND Window Dresser.





Easily adjusted to

More than 20 Different Positions.

Having a ledge on each of the shelves to support the goods when at different angles.

ORNAMENTAL, HIGHLY FINISHED, STRONGLY MADE.

Manufactured by

E. M. MARSHALL, SARNIA, ONT.

Send for Catalogue and Prices.

Every Day is Somebody's Birthday

A SUFFICIENT REASON WHY BIRTHDAY CARDS SHOULD SELL.

Samples of Davidson Bros.' Butterfly Cards and Booklets, 200 designs, are now being shown by our travelers.

The range is most varied, showing Embossed, Ribboned, Tasseled, Wedgewood, Mourning and Children's styles, beautiful floral and scenic effects. Designs embrace Horseshoes, Fans, Banjos, Tennis Racquets, Anchors, etc., etc.

The Copp, Clark Company, Limited
64-66 Front St. West, TORONTO.

MAPS AS MONEY-MAKERS

If the Trade will interest themselves, they can secure the orders for Maps from the school section, merchants and professional men.

TWO NEW MAPS
on which we offer most liberal discounts:

DOMINION - Size 84 x 58
ONTARIO - Size 74 x 54
List Price, $6.00.

WRITE FOR TERMS.

Publishers—

The Copp, Clark Company, Limited
64-66 Front St. West, TORONTO.

HILL'S
"For the Empire"
Series
Unique—Dainty and Entirely New.

Easter Cards

Prices from
$2.00 to $20.00
Per 100.

NEW EFFECTS IN
Silver and Gold
Photogravures
Parchment and
Crepe Papers
Photograph
Embossed
Ribboned
Hand-Painted
Beautiful Floral and Cross Patterns, etc.

The Copp, Clark Company
Limited
64 and 66 Front St. W., TORONTO.

Canadian Agents
For Hill's "For the Empire" Cards.

See the samples now in the hands of our Travelers.

IMPORTant to the TRADE.

READ THIS OVER.

OUR travelers will be on the road shortly with a splendid line of samples for Import Trade. Our range this year is most extensive, the lines are the pick of the manufacturers, and we respectfully request your inspection before placing your orders for Holiday Goods.

Some of Our Lines:

Photo Albums
Autograph Albums
Scrap Albums
Stamp Albums
Frames
Inks
Paper Weights
Smokers' Sets
Desk Novelties
Bronze Figures
Paper Knives
Fancy Holders
Gold and Silver Pencils and Pearl Holders
Ash Trays
Handkerchief Boxes
Glove Boxes
Collar Boxes
Cigar Boxes
Card Boxes
Portfolios
Cribbage Markers
Whist Markers
Xmas & New Year's Cards
Chinese Lanterns
Flags
Celluloid and Ebonoid Goods in great variety.

THE COPP, CLARK COMPANY, Limited, 64-66 Front St. W., TORONTO

The Bookseller and Stationer

Vol. XVII. TORONTO AND MONTREAL, CANADA, FEBRUARY, 1901. No. 2.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

School Text-books—Interview with Hon. Mr. Harcourt.

The discussion on text-book changes as they affect the retail booksellers has aroused great interest all over the country. Even outside of Ontario dealers are considering the question.

Feeling that the able and interesting letters from leading members of the trade which have appeared in these columns warranted some action by THE BOOKSELLER AND STATIONER in bringing the matter before the Ontario Department, a representative of this journal waited upon Hon. Richard Harcourt, Minister of Education, early in February and presented a statement of the views of the trade. Mr. Harcourt, it will be remembered, only became Minister of Education on the formation of the Ross Government about a year or so ago, having previous to that been Provincial Treasurer. Having heard with attention the statement made, the Minister said:

"I quite understand the ground for these complaints, and have already been considering the best means by which announcements of changes could be made."

"You do not think the complaint unreasonable?"

"By no means; there is no reason why any genuine grievance should go unredressed, and the booksellers, like any other portion of the community, are entitled to attention and courteous treatment when a matter of this kind is brought up. No changes in text books have been made since I became Minister of Education, the changes of last year having been arranged before I took this Department. As to those changes, I might remind the booksellers that there is a clause in the regulations—in fact you might reprint it in THE BOOKSELLER AND STATIONER—which provides that the trustees can continue the old books which were in use until such time as further notice is given. This clause is as follows: "4. Any text books used in any school on July 1, 1900, and recommended by resolution of the trustees to be continued in use, shall be deemed as authorized in such school until further notice. The vertical or slanting copy books heretofore authorized, and published by the Rose Publishing Co., may be used in any public school."—[From Departmental regulations approved August, 1900.] In any locality, therefore, where any special injustice would be done by a rapid change, the Department does not force changes, but leaves it at the option of trustees.

"That, of course, Mr. Harcourt, deals with the past, and the trade are anxious about the future. What about that?"

"Well, as to that I can only repeat that I see no reason why timely notice should not be given, although no definite plan has yet been agreed upon. Still, I can see no reason why your paper should not be kept informed of changes, and this can be a subject for future consideration."

"But are further changes contemplated in the near future?"

"Oh, no," said the Minister with a smile, "not for months and months."

***

From subsequent inquiries—not made of the Minister—THE BOOKSELLER AND STATIONER found that last year's changes were all that were expected for some time. As the former rule of the Department was not to give any public announcement until changes were definitely resolved upon, it was not easy; in fact, almost impossible, for anyone to learn of them. The only exception to this was when the author of the book entrusted with the duty of preparing it, chose himself to let people know that he was at work. In this way information leaked out in an accidental manner. We assume, however, that the Department is contemplating a change of policy in this respect, and that future changes will be known in time.

Two points at least occur to us in this connection which seem of importance to the trade; first, how long a time should be given for changes to go into operation; secondly, if notice is given to the general public at the same time as to the trade would the interests of the booksellers in any way suffer? These points, and others, we would like our readers to consider, and we shall be glad to have their opinion at an early date. Now is the time for action. Let no delay take place in urging the Department to agree upon a definite plan and keep to it.

***

Interest in the West.

We have received a letter from a Western dealer which we print as an evidence of how widespread the interest is in this question of text-book changes. Mr. J. H. Taylor, Carnduff, Assiniboia, says:

"I have read with much interest your

comments and the letters appearing in your journal on the school-book question. As long as the retailers are satisfied to submit to the present conditions they certainly can expect no relief. I like the suggestion of Mr. Copeland, that all teachers be furnished with a list of the text books intended to be used during the term, but I would suggest that the time be fixed at one month, as in remote districts two weeks is not sufficient. I certainly think the present method is a hardship not only to retailers, but to parents who, in many cases, can ill afford the money, especially in this new country where so many are making their start in life, and where often the districts are sparsely settled they make great sacrifices to keep their schools open. I hope this school-book controversy will be kept up till much good may result, not only to retailers, but parents.

"I remain, yours truly,

"J. H. TAYLOR."

"Carnduff, Assa., January 28, 1901."

***

Slow Methods Don't Pay.

How easily trade is lost for want of pushing! In a letter to The Stationery Trades Journal, their Berlin correspondent gives it as a reason for the difficulty in finding a market for some British goods, that their introduction into the country is delayed for some years after the articles are first brought out in England. In his own experience he had found that on trying to obtain a certain English blotter, an article that could be produced in a short time in almost any quantity, he was informed by the makers that, for some reason or other, they were not then prepared to enter the German market. When it did appear in Germany, after considerable delay, a number of German contrivances of a like nature were already on the market, and the sale of the English blotter was very small. Another point in connection with the introduction of British goods was that it was always left to the German enterprise to bring the goods first into their country. British goods are highly appreciated in Germany, as in other countries, and, if the manufacturers were a little wider awake, their sale could be very much increased. It is probable that the same state of affairs affects English goods in the Canadian market.



Interior of J. & J. Sutherland's Handsome Store, Brantford.

***

Lawsuits Over Copyright Again.

We regret very much to see further litigation about copyright. Morang & Co. have begun suit against two of the best known Hamilton dealers, complaining of the sale of a 10c. pirated United States edition of "An Englishwoman's Love Letters." The plaintiff in the suit states that he secured the Canadian market at great expense from Mr. Murray, the English owner of the copyright, that the fact of the Canadian edition being protected by British copyright was widely advertised, and that the sales of the cheap unauthorized reprint were injuring the owner of the Canadian book. The dealers claim that there was no mark on the Canadian book to show that it was copyrighted. We sympathize with the publisher who has to institute these actions and with the dealer who has to defend them, because the former suffers loss, and the latter is put to difficulty often through no fault of his own. Why can't the Customs officials stop unauthorized books from coming in? Is all the onus or responsibility to be upon the dealer, who often has no means of knowing?

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - - 232 McGill Street, Telephone 1255.
TORONTO - - - - - - 10 Front Street East, Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C., J. M. McKim.
MANCHESTER, ENG. - - - 18 St Ann Street. H. S. Ashburner.
WINNIPEG - - - - Western Canada Block, J. J. Roberts.
ST. JOHN, N. B. - - - No. 3 Market Wharf. J. Hunter White,
NEW YORK. - - - - - - 176 E. 88th Street,

Subscriptions, Canada and United States...$1.00.
Great Britain and elsewhere .....6s. 8d.

Cable Address { Adscript, London. / Adscript, Canada.

SALUTING THE QUEEN.

One of the best calendars and especially appropriate at the present time is "Soldiers of the Queen," which the Queen City Oil Co. are sending out. It represents a Highlander, a South Wales lancer and a Canadian mounted infantryman saluting and cheering a large portrait of the Queen. The drawing is excellent and there is no doubt that the whole calendar will be much appreciated by anyone fortunate enough to get one before the supply is exhausted. No doubt any of our readers may have one by writing them.

BOOKS AND PERIODICALS.

WM. BRIGGS' LIST.

The fiction list of 1900 contained several phenomenal sellers issued by William Briggs and the same publisher seems to have secured for 1901 some books that promise to equal their predecessors in popularity.

Among these are announced a new story by Henry Harland, the author of "The Cardinal's Snuffbox"; Miss Fowler's forthcoming novel, "Fuel of Fire"; and another of Joseph Hocking's popular novels entitled, "Lest We Forget." In the field of fiction the same publisher likewise announces Mrs. Barr's new story, "Trinity Bells," described as one of the most charming pictures of early life in America that has yet been written. Like the "Bow of Orange Ribbon" it is a romance of Old New York. The story carries into Algiers and bold adventures with Tripolitan pirates. A new story by J. W. Johnston ("Annan Dale") the author of "Dwellers in Gotham," will also be published during the present year.

Of "The Cardinal's Rose," by Stephens, the latest novel from the press of Wm. Briggs, Rev. Lyman Abbott says: "I have read 'The Cardinal's Rose' with great interest. I do not pretend to be a literary critic, especially of fiction, but it seems to me to have all the romance of 'The Prisoner of Zenda,' with the added interest of a good detective story." Everyone who has read the book will agree with this opinion.

Lovers of Canadian poetry will be pleased to learn that a collective volume of the poems of Charles G. D. Roberts is to appear this Spring. There is always a good demand for Roberts' poetry. Concerning another Canadian poet, John Stuart Thomson, The Edinburgh Scotsman publishes a most laudatory criticism, remarking among other things: "This is a singer whose aim is first and foremost after the beautiful. He does not apparently seek to fire us or inspire us, but to charm us, and his work must succeed in this with all but the stupidest burghers in a town."

Dr. MacKay is to be congratulated that a second edition of his "Zorra Boys at Home and Abroad" has already been demanded, and is adding to it two further sketches.

Ward, Lock & Co., have negotiated for an edition of Mr. Barlow Cumberland's "History of the Union Jack" for the English market.

William Briggs has placed on the market a volume entitled, the "Life and Teaching of Jesus Christ," by the four Evangelists, being the text of the Gospels, rearranged in chronological order, with an introductory study by Dean Farrar; also a new volume of sermons by Rev. Dr. Banks, entitled "Hidden Wells of Comfort," and Dr. John Watson's (Ian Maclaren) "The Doctrines of Grace."

MORANG & CO.'S LIST.

The Canadian edition of "An Englishwoman's Love Letters," brought out by Mr. Morang in cooperation with Mr. Murray, of London, Eng., is having a large sale, and being protected by British copyright has successfully kept out the pirated American editions. The universal discussion that has taken place regarding the origin of the work still proceeds with vigor, the latest rumour being that it is written by three eminent litterateurs, who have entered into a little plot to mystify the public. Women readers, however, claim that there are passages in the book which could not possibly have been written but by a feminine pen, but on the whole they are disposed to think that a masculine one has been employed to round off the chapters into the somewhat careful literary completeness of form they possess. Meanwhile the "Letters" are crammed full of the passionate utterances of a girl deeply in love, and while some critics write that they are chaste, poetic and beautiful, others claim that they contain passages no decent housemaid would think of writing to her young man. All this tends to keep the public buying the book. It is one of the works that advertise themselves, the philosophy being that its subject matter is a universal passion and that it is treated in a piquant and real way. No one in the trade can make a mistake by putting a few copies on his counter, while the publishers supply a somewhat original window bill which will attract customers.

The Monthly Review, which Morang & Co. are issuing in Canada, in conjunction with Mr. John Murray, of London, Eng., is being well taken up, the list of subscribers being already considerable. The table of contents for the February number includes, among its editorials: "The Happy Warrior," "The Housing of the Poor," "On the Line," the latter an attempt to appraise the value of a number of recent literary productions. Among contributed articles we have "Army Reform," by Col. Maude; "The War Training of the Navy," by Lieut. Carlyon Bellairs, R.N.; "The Outlook for British Trade," by Sir H. E. Roscoe; "Oliver Cromwell," by Thos. Hodgkin, D.C.L.; second illustrated paper on "Giotto," by Roger E. Fry; "Naturalism and Music Aesthetic," by Mathew Sherlow Mus. Bach. Edin.; "A Chinese Fairy Tale," by Laurence Housmen; "An Emperor's Sporting Chronicle," being a record by Maximillian's hunting pursuits as detailed in a book made in 1499 and 1500; a poem "On Lansdowne Hill," by the writer of "An Englishwoman's Love Letters," which, but four verses, will be read with much interest considering by whom it is written. A very good number concludes with the usual instalment of Anthony Hope's story "Tristam of Blent."



Interior of J.& J. Sutherland's Handsome Store, Brantford.

Miss Braddon's fine story, "The Infidel," is proving its quality as a book that is not merely of ephemeral interest. A large number of copies have been sold. Incidentally, it may be said that the authoress is one who has been successful in strictly preserving her incognito. No portrait of her has ever appeared in any public print. In this, she differs considerably from the usual run of modern authors with whom it seems to be sine qua non to get their pictured representations before the public on the earliest possible occasions.

Gilbert Parker's "Lane That Had No Turning" and Crockett's "Stickit Min-

BOOKS AND PERIODICALS—Continued.

ister's Wooing" are also having an encouraging sale. Among these, also, a prominent position is held by Conan Doyle's excellent book, "The Great Boer War." The splendid writing in this book, the clear and vivid accounts it gives of the various engagements, and the five very clear and good maps it contains, make this book, on the whole, one of the best records of the war yet placed before the public, while its moderate price ($1.50) further commends it to general acceptance.

Inspector Hughes' "Dickens as an Educator" also demands mention. It is a careful study of all that the great humorist and observer said in his books about children and education, and, as a matter of course, it contains numerous extracts from the novels and sketches. Lovers of Dickens will find this a very charming book, and the Inspector's earnest devotion to the cause of primary education has led him to treat the subject in a way that will interest all. Although an educational book, it is readable from cover to cover.

In the new catalogue just issued, Morang & Co. have listed a number of books interesting to the trade, including some works of an educational character well worthy of attention.

THE COPP, CLARK CO.'S LIST.

A notable Canadian book by a noted Canadian is "Canada Under British Rule 1760-1900," by Sir John G. Bourinot, clerk of the House of Commons. The book is a carefully condensed and readable narrative of the political and social progress of this country. It summarizes so well the history of each Province making up the present Dominion that the somewhat disconnected stories of these various communities are skilfully woven into one coherent record. One feature stands out clearly—the admirable way in which the constitutional development of the Provinces is brought out. There are several other characteristics of the volume which will attract and instruct the Canadian reader of to-day, and which are not to be found in similar works. Among these are the chapter on Canada's relations with the United States; the summary of political events down to 1900; and the comparison, clause by clause, of the Canadian and Australian constitutions. These features alone make the book almost unique for present purposes. The bookselling trade should find a large inquiry for it from teachers, lawyers and other professional men, as well as from students. It is the most complete and useful of all Sir John Bourinot's works for public libraries and Mechanics' Institutes.

"The Heart of the Ancient Wood," recently issued by The Copp, Clark Co., marks a distinctly new era in literature. There has appeared nothing to compare with it. The striking character of Kirstie; her life in the Settlement; her sunny bit of a love story; the setting of that sun, and her after life in the ancient wood where the solemn little Miranda—lover of all wild things—nearly made up for all she lost in the Bohemian, Frank Craig. These are mere incidents in one of the most enchanting pastorals ever enacted.

But the scene of scenes is the love-making of Dave, the trapper, to Miranda. All the charm of the unusual surrounds it. Here are no stifling drawing-room amours, no backneyed phrases of love; but love grown up rugged and untrained in the wilderness; the place of wooing—a moss covered log rather than velvet divan; and moonlight, sifting through great trees swayed by the night wind—a light for them, instead of the green glare of electricity. No civilized stiffness in evening dress; but both the actors in grey homespun—she always with a bit of red at her throat, like her friend the rose-grossbeak.

From end to end of the continent this book is being critically read, and in proof of the way reviewers have come under the spell of Mr. Robert's charm, let some leading critics speak:

CANADIAN MAGAZINE.—"'The Heart of the Ancient Wood,' by our esteemed Canadian, Charles G. D. Roberts (Toronto: The Copp, Clark Co.) has brought forth, so far as we have seen, only unique and beautiful reviews. Inspired by the charming pages, these critiques have been tinged with poetry, which indeed is the very essence of Mr. Roberts' book."

THE OUTLOOK.—"Mr. C. G. D. Roberts brings into fiction much of the sensitive imagination and feeling for landscape which are the prime qualities of his verse. His recent story might easily have taken on verse form. It is hardly to be judged as a piece of fiction; it is a romance of the forest, an idyl of woodland life, in which gentleness of a beautiful girl bridges a chasm between man and the animals and becomes a kind of spirtual link between them. The tale has great atmospheric charm."

PHILADELPHIA TIMES.—"No book of recent times, in its line, has so many and varied charms. . . . As a romance it is sweet, tender, natural, delightful, and absolutely without companionship or class . . . Kroof is notably the most lovable bear that ever hibernated. . . We find it difficult to use terms to express the charm of this delightful book."

OMAHA BEE.—"He opens a field of romance where there were no models to follow and where he moves as a master."

These are but a few. Take others. The Detroit Free Press speaks of "the consummate art of the author." The Boston Times says it is "a most lovely volume." The Bookman—noted for moderate praise—declares that it "has the charm of complete freshness." The New York Mail and Express speaks with equal warmth of Mr. Roberts' "faultless English" and of his having interpreted nature "with unerring and sleepless fidelity." Commonplace books do not call forth such enthusiasm from so many different quarters. The book is a masterpiece in its own way.

Mrs. Steel's "The Hosts of the Lord" has all the weird fascination of the writer who knows her India thoroughly. There is the attraction of bright and amusing English society about the novel, with the vivid background of Eastern life that so draws the reader. A series of pleasing love episodes insures the attention of the Summer fiction lover.

No recent book is receiving the attention of so many eminent critics and men of letters as Maurice Hewlett's "Richard Yea and Nay." Mr. Balfour, Mr. Frederic Harrison and others consider the book the text for remarks either on style or historical treatment, and praise both highly. There are others, of course, who think and speak primly, and who, therefore, do not consider so deeply romantic a tale—tinged with the coarse chivalry of a wild age—as fit reading for "the young person." This does not hurt the sale of the book which promises to continue in favor throughout the year.

W. J. GAGE & CO.'S LIST.

John Uri Lloyd's "Stringtown on the Pike" is daily gaining popularity. The book is in its 40th thousand and is a leader in eight American cities included in the January Bookman's list of best selling books. This lends great interest to the curious manner in which the book came to be published. Professor Lloyd is a prominent chemist in Cincinnati, and had written the story purely as a solace and an amusement. He had no idea of committing it to print, but a New York publisher hearing of this remarkable story begged permission to see it, and, on reading it, immediately recognized it as a novel of great force, individuality and interest. Brought out as a serial it attracted much attention and the first edition of 10,000 copies were sold before publication. Edition after edition was called for and in eight weeks eight editions had been published.

The bookseller who has "The Mantle of Elijah" on his counter is never at a loss to

LEADING SELLERS

For February

ORDER STOCK EARLY.

A Bicycle of Cathay.

A novel by **Frank R. Stockton,** author of "The Great Stone of Sardis." Beautifully illustrated by Orson Lowell.

Paper, 75c.; Cloth, $1.25.

The Cardinal's Rose.

A novel by **Van Tassel Sutphen.** Fully illustrated.

Paper, 75c ; Cloth, $1.25.

Trinity Bells.

By Amelia Barr.

"Without doubt the best book for young girls which has appeared for years."—Christian Nation.

"There is a charm in Mrs. Barr's work that goes directly to the reader's heart, while her skill in the delineation of character is no less effective in its appeal to the mind."—The Book Buyer.

Cloth, - - $1.50.

Lords of the North.

A strong historical novel by **A. C. Laut.**

Lords of the North is a thrilling romance dealing with the rivalries and intrigues of The Hudson's Bay Company and The North-West Company for the supremacy of the fur trade in the Great North. It is a story of life in the open : of pioneers and trappers. The life of the fur trader in Canada is graphically depicted.

Paper, 75c.; Cloth, $1.25.

Alice of Old Vincennes.

By Maurice Thompson.

"It has been an immense success, and it is likely still to justify any expenditure that its publishers may make in keeping its name before the eyes of the public."—The Globe.

Paper, 75c.; Cloth, $1.25.

WILLIAM BRIGGS,

PUBLISHER,

29-33 Richmond St. West,

TORONTO.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Standard Commercial Works.

Matte's Interest Tables,

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace : for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x 9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1 12 part of a year ; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa* ; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide.

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards ; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,

PUBLISHERS,

1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

20th Century Fiction.

40th 1,000

Stringtown On The Pike.

BY JOHN URI LLOYD.

Paper, 75c. Illustrated. Cloth, $1.25.

The Cincinnati Public Library with 141 copies can not supply the demand for Stringtown. The demand for it is greater than for any other book recently published.

3rd American Edition

The Mantle of Elijah.

BY I. ZANGWILL, author of "The Master," etc.

Paper, 75c. Illustrated. Cloth, $1.50.

The Mail and Empire says: "Not to read it is to be fearfully out in the cold, and to miss as well the pleasure of an intensely clever and absorbing novel."

MAX. PEMBERTON'S GREAT ROMANCE

The Footsteps of a Throne.

Paper, 75c. Cloth, $1.25.

The success of the London season.

JOSEPH CONRAD'S GREAT STORY,

Lord Jim.

Paper, 75c. Cloth, $1.25.

N. Y. Times Saturday Review says: "'Lord Jim' is a great book, a wonderful book, a magnificent book."

A Popular Book at a Popular Price.

HAMILTON DRUMMOND'S

A King's Pawn.

Paper, 50c. Cloth, $1.00.

Write for Catalogue of New Fiction.

W. J. GAGE & CO. LIMITED

Publishers, TORONTO.

BOOKS AND PERIODICALS—Continued.

recommend a book to the most exacting customers. The same force and vigor, the same vivid portrayal of character, and the wonderful cleverness which marked his former works and made his "Master" the book of its day are evidences on every page. It is the masterpiece of this great artist who has few peers among contemporary writers.

Hamilton Drummond, author of "A Man of His Age, Etc.," is certainly improving, and his latest tale, "A King's Pawn," is a fascinating tale of the stormy times that preceded the advancement of Henry of Navarre to the throne of France. The publishers have issued a very tasty edition of the book to retail at the popular price of 50c.

The clever combination of romance, mystery and adventure that distinguished Max Pemberton's novel, "The Footsteps of a Throne," has made it the success of the London season. He takes the Russia of to-day and weaves a tale of the social and political intrigues of the land of the Czar. Original in its conception, it sheds light of many curious phases of that dark land, and the stirring incidents in the cleverly devised plot whirl one irresistibly along to the splendid dramatic climax.

The appearance of a new novel by J. Storer Clouston reminds one of that side-splitting tale, "The Lunatic at Large," which was the book of its day. Mr. Clouston has done good work and he will be puzzled to produce another story whose characters will provoke so much mirth.

PUBLISHERS' SYNDICATE BOOKS.

Among the new books of the year, it is safe to say that none will surpass, and few equal, in dramatic interest and literary style, a story which is this week being published in Canada by The Publishers' Syndicate, Limited, Toronto. Its name is "Monsieur Beaucaire," and its anothor is Booth Tarkington, whose "Gentleman from Indiana" met with such ready and popular favor. "Beaucaire" is not a long story, but it is interesting in every page. It treats of the life at Bath, in the days when Beau Nash was in his glory, and when the beaus and belles of England made of the little city a world's centre of fashion and excitement. Beaucaire himself, the gay, light-hearted and chivalrous Frenchman, is a character worth a long journey to meet, and he shines like a gleam of sunlight through the pleasant and artistic plot. To explain the story would be to spoil its charm ; suffice to say that its action is rapid, its conversation both graceful and entertaining, and its characters admirably drawn. The book has already been issued in the United States, where it has quickly sold up to its fory-first thousand, with an increasing demand. The volume is a 12 mo, excellently bound and with a number of beautiful illustrations, while the pages are illuminated in a delightful style. The price in the United States is $1.25, but the book is being put on the Canadian market by The Publishers' Syndicate at $1 net.

The Publishers' Syndicate is about to issue another story also which will be sure of a big run, "The Seven Houses," by Hamilton Drummond. This author is already widely and well known, and in this his latest effort he has surpassed not only himself but other writers of romantic fiction. His story is placed in the fifteenth century, the scene being laid partly in France and partly in Northern Italy. Mr. Drummond has wisely abandoned the familiar scenery of the camp and tournament, and has chosen a heroine instead of a hero as his central figure. The tale is based on an astrologer's prediction and its seven-fold fulfilment, and is a triumph of dramatic and personal interest. The plot is finely conceived and as finely developed, while the portrayal of the characters places the work far above the average of recent volumes of romantic fiction. Not even Weyman in his "Gentleman of France" has quite equalled this splendid story of Drummond, of which Mr. Coulson Kernahan, the eminent English critic, recently wrote as follows : "It is a very fine book, almost a great book ; much finer and greater than anything Weyman has done, and, as literature, it is infinitely superior to any of Stanley Weyman's works. Weyman can do the Dumas business well, but this strikes the true note of chivalry. I say again that this is a fine book, and is an honor to any house to publish. The strong sure touch, the admirable 'distingue' style, the literary beauty of the phrasing and imagery, and the beaten note that the whole thing strikes, impressed me immensely. I hold my hat in my hand to Mr. Hamilton Drummond. If he does not win hearty recognition and high honor literature is in a perilous way. Some of the scenes in the story would stage splendidly, and the dramatic rights of the story will probably be worth a considerable amount." Orders for "The Seven Houses" may be sent in at once, as the book will be ready for the market immediately.

Another Canadian author has come to the front with a Canadian novel of thrilling interest, and one which is of special appropriateness at the present time. The Publishers' Syndicate, Limited, is about to issue "A Daughter of Patricians," by F. Clifford Smith, of Montreal. Mr. Clifford Smith has already made a good name in the field of fiction, but he was never more happy in his choice of a subject than he has been in this volume. Having made some inquiries into the state of the marriage law in the Province of Quebec, he became aware of the question of the validity of a marriage performed between two Roman Catholics by a Protestant clergyman. Seeing the possibilities of such a theme, he built his novel around it, evolving his plot from facts and arguments carefully drawn from the contentions on the subject. His elucidation of the problem is both accurate and complete, and, since the story went to press, has been curiously supported by the Delpit case, now attracting such wide attention throughout Canada. "A Daughter of Patricians" thus assumes a more important positlon than that of a mere piece of fiction by reason of its bearing on a topic so prominent in the public mind. Apart from this, however, the story is an excellent one, free from the flavor of provincialism so often met with in books of a local character, and of an interest which is amply sustained until the closing chapter. Mr. Smith has succeeded in producing a novel that will certainly take a foremost place in Canadian fiction, and his well-told story is sure of a wide sale.

With these three books The Publishers' Syndicate, Limited, has introduced its publications of 1901, while several others of equal merit are already in hand and will shortly be announced. The new edition of George Iles' "Flame, Electricity and the Camera" is selling even more rapidly than the first edition. Ethel Turner's "Three Little Maids" has proved the most successful girls' book of recent years, while the Esther Singleton books, notably "Wonders of Nature," are steady favorites. The Publishers' Syndicate, Limited, have just been appointed sole Canadian agents for the artistic publications of R. H. Russell, New York, and from their office his well-known publications may now be ordered.

FLEMING H. REVELL COMPANY'S BOOKS.

George H. C. MacGregor's biography, written by his cousin, Duncan C. MacGregor, is one of the notable religious books of the month. F. B. Meyer says of it : "It was an inspiration to know George H. C. MacGregor, howe superficially, and one always felt that his was so rich and noble a nature that other things must be sacrificed and opportunities created for a deeper and closer acquaintance with its manifold stores. Now from the pages of his biography, admirably compiled and written by his cousin, we obtain glimpses, as by second hand, of what he was in the serene depths of his soul. The work has been admirably performed." The British

THREE NEW SPRING BOOKS

Ready February 12th.

MONSIEUR BEAUCAIRE. By Booth Tarkington.

Not since George Meredith wrote "The Tale of Chloe" has there been so altogether charming a picture of English manners under the old social regime of the Beaux. This latter-day romance will take place with the other, as one of the perfect classics of shorter English fiction.

ALREADY IN ITS FORTY-FIRST THOUSAND.

"Monsieur Beaucaire was a clever and cool and interesting gentleman as everybody may see who will be so sensible and so wise as to read the story."—Harper's Weekly.

"Love-making, brilliant sword play, witty and unforced dialogue, and a series of climaxes that are admirably dramatic."—New York Sun.

"It is invigorating to read such fresh and buoyant writing."—New York Times Saturday Review.

Illustrated in Colors. Cloth 12mo. $1.00 net.

READY MARCH 1st.

A Daughter of Patricians

By F. Clifford Smith. **Paper, 75c.; Cloth, $1.25.**

A Strong Story of Lower Canada.

NOW IN PRESS.

The Seven Houses

By Hamilton Drummond. **Paper, 75c.; Cloth, $1.25.**

A Powerful Romance.

LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited

7 and 9 King Street East, TORONTO.

Weekly also says: "It recalls the biography of McCheyne, and deserves to be as widely known." This book is 12mo in size, with portrait, price, $1.50.

Another biography published by the Revells, which is sure to have a large sale, is Mrs. Ashley Carus Wilson's "Life of Irene Petrie," missionary to Kashmir, an illustrated volume, 12mo, cloth, price, $1.50. This is the missionary book of the year. No one interested in mission work can afford to miss this record of a singularly beautiful life. According to a writer in The British Weekly, it takes rank with the lives of Dr. Paton and MacKay of Ugunda, and, to quote another writer, "can only be compared to the life of Bishop Hannington." The first English edition of this book was sold out within a week of publication.

"The Fact of Christ," by P. Carnegie Simpson, of Glasgow, Scotland, is a book likely to have quite a large sale. Robert E. Speer says of it: "It is the best statement of the claims of Christianity of which I know to put in the hands of young men and women who may be sceptical or honestly inquiring. Its message is the core of Christianity. The way the thing is put, too, the dignified catchiness of its expressions, and the real solid scholarliness of it are additional points of strength."

Sheldon's new book, "Edward Blake," has made a good start. The advance sale was good and already repeat orders are being received by the publishers. The present indications are that the book will command a large sale. The Revells are to be commended for placing it on the market at popular prices. (25c. in paper; 50c. in cloth.)

GEO. BELL & SONS' LIST.

GEO. BELL & SONS' Indian and Colonial Library continues to increase in interest, and among the recent additions are some titles that merit more notice than we find ourselves able to give, but which will undoubtedly receive recognition from the trade and public.

There are two very taking stories by John Strange Winter, "The Married Miss Binks" (337), and "A Self Made Countess" (351), both of which are told in that fresh, and perhaps unconventional manner peculiar to this authoress. "The Woman of Death" (346), by Guy Boothby, and "The Princess of Copper" (348), by Archibald Clavering Gunter, are titles that at once attract more than ordinary attention. Florenee Warden contributes an exceedngly pretty romance called "Town Lady and Country Lass" (339). "Mis'ess Joy" (340), by John Le Breton, is a stirring Old Country tale of the early part of the century. Its characters are country folk of the south coast of England, chief interest being centred in Joy, who, as a child, a girl and a woman, occupies an unenviable position in a community where the circumstances surrounding her birth place her in a class by herself. It is a strong and intensely interesting story from first to last. "The Brand of the Broad Arrow" (343), by Major Arthur Griffiths, is a sensational account of the bold deeds of an ex-convict, and "The Autobiography of a Charwoman" (344), is just what its name indicates—a story of the seamy side.

"Joan Brotherhood" (338), by Bernard Capes, is a strong narrative of the Hampshire coast. Joan, rescued from the sea when a child, is the ward of an aged dealer in antiquities in a little coast village. As she grows, her environment does not harmonize with her ambitions and her desire to enter a broader world, and to succeed in it furnishes material for a thoroughly successful novel. "For Right and England" (338), by Hume Nisbet, is an unvarnished denunciation of the late Boer oligarchy, and a brief history of the South African War, interwoven with romance. The writer seems to know his people well, and throws interesting sidelights on Oom Paul and his confederates, The book contains some very fine pages and easily finds a place among the more important new volumes of this series, which might be enumerated as follows: "Mis'ess Joy," "Joan Brotherhood," "A Self Made Countess," "For Right and England," "A Woman of Death."

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BRANTFORD.

1. "Lullaby Land," Field—Morang.
2. "Mooswa," Fraser—Briggs.
3. "Eleanor," Ward—Briggs.
4. "Alice of Old Vincennes," Briggs.
5. "Master Christian," Corelli—Briggs.
6. "Eben Holden," Bacheller—Poole.

GUELPH.

1. "Palace of the King," Crawford—Copp.
2. "Lords of the North," Laut—Briggs.
3. "Cardinal's Snuff Box," Harland—McLeod.
4. "Eleanor," Ward—Briggs.
5. "Eben Holden," Bacheller—Poole.
6. "Patroon Von Volkenberg," Stephenson—Copp.

HAMILTON.

1. "Eben Holden," Bacheller—Poole.
2. "Master Christian," Corelli—Briggs.
3. "David Corson," Goss—Gage.
4. "Lane that Had No Turning," Parker—Morang.
5. "Dream of a Throne," Embree.
6. "The Gate'ess Barrier," Malet—Gage.

MONTREAL.

1. "Palace of the King," Crawford—Copp
2. "Eleanor," Ward—Briggs.
3. "Napoleon," Rosebery—Harpers.
4. "L'Aiglon."
5. "Boer War," Doyle--Morang.
6. "Gentleman of the Old Black Stock," Copp.
7. "Wanted: A Matchmaker," Ford--Copp.
8. "Tommy and Grizel," Barrie—Copp.
9. "La Noel au Canada," Frechette--Morang.

STRATFORD.

1. "Eleanor," Ward—Briggs.
2. "Eben Holden," Bacheller—Poole.
3. "Master Christian," Corelli—Briggs.
4. "Cardinal's Snuff Box," Harland—McLeod.
5. "Lords of the North," Laut—Briggs.
6. "Tommy and Grizel," Barrie—Copp.

PETERBOROUGH.

1. "The Mantle of Elijah," Zangwill—Gage.
2. "Lords of the North," Laut—Briggs.
3. "Palace of the King," Crawford—Copp.
4. "Lord Jim," Gage.
5. "Alice of Old Vincennes," Briggs.
6. "Sons of the Morning" Philpotts—Gage.

ST. JOHN.

1. "The Sky Pilot," Connor—Westminster.
2. "The Habitant," Drummond — Montreal News Co.
3. "Wild Animals Have Known," Morang.
4. "To Have and To Hold," Johnston—Morang.
5. "Eleanor," Ward—Briggs.
6. "Master Chri tian," Corelli—Briggs.

VICTORIA.

1. "Cardinal's Snuff Box," Harland—McLeod.
2. "Eleanor," Ward—Briggs.
3. "Palace of the King," Crawford—Copp.
4. "Stickit Minister's Wooing," Crockett—Morang.
5. "Master Christian," Corelli—Briggs.

VANCOUVER.

1. "The Master Christian," Corelli--Briggs.
2. "Tommy and Grizel," Barrie--Copp.
3. "Lords of the North," Laut--Briggs.
4. "Alice of Old Vincennes," Briggs.
5. "Hosts of the Lord," Steele—Copp.
6. "Eleanor," Ward--Briggs.

ENGLAND

1. "Master Christian," Corelli—Methuen.
2. "Quisante," Hope—Methuen.
3. "Isle of Unrest," Merriman—Smith Elder.
4. "Mantle of Elijah," Zangwill—Heinemann.
5. "Hosts of the Lord," Steel—Heinemann.
6. "Heart's Highway," Wilkins—Murray.
7. "Eleanor," Ward—Smith Elder.
8. "Stickit Minister's Wooing," Crockett—Hodder.
9. "Boy," Corelli—Hutchison.
10. "The Infield," Braddon—Simkins.

SCOTLAND.

1. "Eleanor," Ward.
2. "Hosts of the Lord," Steel.
3. "Master Christian," Corelli.
4. "Tommy and Grizel," Barrie.
5. "Isle of Unrest," Merriman.
6. "Daughter of the Field," Tynan.
7. "Gateless Barrier," Malet.
8. "Madness of David Baring," Hocking.
9. "Lord Linlithgow," Roberts.
10. "Lane that Had no Turning," Parker.

THE MONTREAL TRADE.

From BOOKSELLER AND STATIONERS' Special Correspondent.

MONTREAL, February 8.

JANUARY was rather a quiet month with the Montreal book and stationery trade. Some of the stores have been spasmodically busy selling school books consequent upon promotions in some of the schools, but in fiction or reading material of any description "the newest book is not yet out." Zangwill's "Mantle of Elijah" and Crawford's "Palace of the King" have been published in paper and have found some takers. "The Duke," by the author of a "Lunatic at Large"; "Wellington's Men," by W. H. Fitchett (Geo. Bell & Sons); "One of Ourselves," by Mrs. L. B Walford (Longman's Colonial Library), and "A Woman of Yesterday," by Harris Dickson, are all books of more or less importance that have lately been placed on booksellers' shelves. "The Footsteps of a Throne" is another work being advertised rather widely. "Eleanor" is still having a good sale, while "Richard Yea and Nay," "With Ring of Shield" and "The Cardinal's Snuff Box" are by no means dead stock.

But the chief interest hangs about the forthcoming memorial numbers of the great English weeklies. Orders for these periodicals have been taken at random. Dealers have been selling unknown numbers of The London News at unknown prices to be delivered at any unknown time in the future. These special productions have been shrouded in a gloom of mystery. Even the importers themselves did not know what the characters of the special numbers would be, when they would be published, or at what price they would sell. It is now learned that there will be three special numbers of The Illustrated London News, the In Memoriam Number published this week, the Funeral Number to come out next week, and the Record Number, which is to sell at 5s. in England and perhaps $2 here, to be published some time hence. The price of the In Memoriam Number was not fixed till February 6, the day before the date of publication. The Canadian retail value will be 50c. The Funeral Number will be more handsome and will sell at $1. It is said that the Record Number will surpass the Jubilee Number; its price will be 5s., while the former notable publication sold at 2s. 6d. The Montreal News Co. say they never had such a rush for publications, and, although they do not know how many copies of each will be sent them, they do not expect to begin to fill the orders they have received.

All this shows that, when we come down to the fine point, Canadians appreciate the English publications far above anything else on the market. What care we for special Canadian editions of Collier's or Leslie's weeklies?

American publications are losing favor month by month. I am informed by the News Company that Munsey is far surpassed in point of sales by The Strand. Neither is McClure's gaining in popularity. One encouraging feature of the trade is the increasing number of Canadian Magazines that are selling; its hold on the reading public seems to be growing stronger.

E. M. Renouf, of St. Catherine street, has imported a large assortment of sample prayer books and hymnals published by The Oxford Press. This comprises probably 1,000 volumes, and includes the tiniest and largest publications, the most modest and most handsome bindings now put on books. Mr. Renouf has put these in a glass case, where his customers can feast to their hearts' delight and probably be ensnared to buy something that strikes them favorably.

Sir John G. Bourinot's new book on "Canada Under British Rule, 1760-1900" is now on the market. It will probably find a good sale among students and readers of political and constitutional matters. That it is up to date is proven by the comparison Sir John Bourinot gives of the Canadian

constitution and that of the new Australian Commonwealth.

We notice on sale a handsome large book on "The History of Steeplechasing," by Wm. C. A. Bleu, M.A., and published by John C. Nemmo, London. It contains 12 paintings colored by hand as well as other illustrations. It is an expensive work retailing at $10, but it is high-class and quite a few sales ought to be made among our Canadian horsemen.

Mourning notepaper has found some sale with the customers of enterprising stores. The booksellers are to be complimented upon the tasty windows they dressed during the mourning week. F. E. Grafton & Sons' trim was particularly attractive. In the majority of windows, books on the life of the Queen have been on display, but people are waiting for the later editions—and they must be English.

Mr. Chapman is taking orders for The Times' "History of the Boer War" to be published in five or six volumes at $4 a volume.

E. H. C.

INJUNCTION GRANTED.

Motions for injunction were made before Sir William Meredith, in Toronto, February 8, on behalf of Morang & Co., proprietors of the English copyright in "An Englishwoman's Love-Letters," to restrain R. Duncan & Co. and J. Eastwood & Co., of Hamilton, from importing into Canada from the United States and offering for sale reprints of the work. The counsel on behalf of the defendants appeared and admitted that they had infringed Morang & Co.'s copyright, but claimed that such infringement was without wilful intention of violating Morang & Co.'s rights. Judgment was pronounced perpetually restraining the two Hamilton firms from importing or offering for sale the reprints, and directing that they should pay Morang & Co.'s cost of the action.

MR. SUTHERLAND'S ENTERPRISE.

J. & J. Sutherland, Brantford, send out with fine stationery a neat blotter, on one side of which is an advertisement of their imports of Crane's stationery and a cut of the interior of the store, which shows it to be a very handsome place indeed. The blotters are a good advertising idea, and show the up-to-date spirit of the firm.

Johann Faber, founder of the lead pencil factory, died at Luremberg, Germany, last month, aged 84 years. When he began business English pencils were in almost universal use in Germany. There is now no market for them, they having been driven out by the product of Faber's factory.

News and Notes of Canadian Trade.

A DEALER AND CANADIAN BOOKS.

THE Lindsay, Ont., Evening Post contains a large advertisement of Porter's bookstore in that town, announcing that beginning on February 4 a 10 days' sale of Canadian books would be held. The advertisement is well written. Besides the announcement, a list of some of the books is given with the price opposite each. Among them may be noticed the latest books on the market, poetry and prose, and all by Canadian authors, old favorites as well as young ones, the regular retail price being asked. The public are invited to come in and look over the books whether they intend to purchase or not.

Preparations for the sale were made beforehand, by importing the books for the special purpose of holding a Canadian book sale, an enterprise that very few dealers in Canada have yet entered into.

The editor of The Post on another page calls attention to the advertisement, welcoming the enterprise as one that deserves great attention from the public, whom it benefits more than almost any other kind of enterprise, and compliments Mr. Porter upon the pushing qualities he displays in his business. And so do we.

A WINNIPEG WINDOW.

One of the noticeable window decorations in Winnipeg after Queen Victoria's death was that in Russell's bookstore. For a background the British Empire map of the world was hung, draped in black, and the British possessions marked with black bows of crepe. A large school globe was encircled with a band of black, typifying the whole world in mourning. Photographs of the royal family, and a large one of the late Queen were also shown, the whole being draped with black, white and royal purple crepon paper.

A SUGGESTION ADOPTED.

Mr. H. S. Henderson, manager of the Victoria Book and Stationery Co., writes: "I would like to suggest that in list of best selling books you give publisher as well as author. We, most of us, know the latter, but now that colonials are issued by so many houses, it is becoming difficult to keep track of them. I would like to say that I find your publication very useful indeed. I always go through it carefully as soon as it comes to hand." Mr. Henderson's suggestion is good and will be carried out. His friendly reference to the paper is also greatly appreciated.

RETIRING AFTER 21 YEARS.

Mr. W. T. H. Fenety has decided to give up the book and stationery business which he has conducted in Fredericton, N.B., for some 21 years. He has disposed of the greater part of his stock to Messrs. McMurray & Co., of Fredericton. Mr. Fenety has been the local manager of theatrical companies visiting Fredericton for about 15 years, and he now intends to devote his time to the theatrical business in that city.

MARRIAGE IN VICTORIA.

On Saturday evening, January 26, Mr. William Bailey, of the firm of Bailey Bros. Co., Limited, wholesale and retail stationers and booksellers, of Vancouver and Kamloops, B.C., was united in marriage to Miss Jean Grace MacKinnon, of Park Hill, Ont. The ceremony took place in St. Andrew's Presbyterian church, Victoria, the pastor, Rev. W. L. Clay, B A., officiating. Mr. and Mrs. Bailey left for California, where they will spend their honeymoon.

BREVITIES OF TRADE.

The assets of James Mock, stationer, Montreal, have been sold.

The stock of A. J. Klein, fancy goods dealer, etc., Toronto, has been sold.

O. Collver, stationer, druggist, etc., Brigden, Ont., was burned out; insured.

D. McMaster, bookseller, stationer, etc., Sarnia, Ont., is advertising his business for sale.

The stock of A. P. Desroches, dealer in fancy goods, Brockville, Ont., has been sold.

Rockwell & Co., book and stationery dealers, Wolfville, N.S., offer the business for sale.

R. Duncan & Co., stationers and bookbinders, Hamilton, Ont., suffered loss by fire; insured.

The book and stationery store of W. A. Davis, Winnipeg, Man., was damaged by fire; fully insured.

The stock of The W. F. Horton Co., dealers in fancy goods, stationery, etc., London, Ont., has been sold.

FANCY GOODS AND STATIONERY.

THE QUEEN'S DEATH. The death of the Queen probably made more difference to stationers' sales than in those of any other merchant. The pictures, souvenirs, novelties, etc., carried by stationers were what people wanted, and an enormous trade was done on some lines and is still being done on others.

Some of the windows were very fine. One in particular attracted much attention. A large colored picture of Her Majesty was draped in black in the centre of the window, and tinted mourning stationery was used to fill up the window. This stationery found a ready sale, not because of the Queen's death, thought the proprietor, but just because it was shown so attractively. The location of this store is such that whatever is put in the window sells. "If we had six windows, I believe we would sell six times as much," said the proprietor. He did not think that people in Canada would go in for mourning stationery, except in the case of Government officials, who, he said, were not able to get enough of it. He thought that in a couple of weeks new things in connection with Queen Victoria would come out from the Old Country, but as yet it was a little early.

Another dealer did a big trade in pictures of the Queen, all kinds going well, from the cheapest to the most costly, in lithographs, photographs and engravings. He considered it early yet for selling novelties or mementos of the Queen. In a short time the special numbers of the English illustrated magazines would give a fresh impetus to the sale of these goods and a big trade would be done. A steady sale is found for pictures of the army and navy celebrities.

One of the largest stationers sold completely out of the large lithograph of the Queen, and was unable for some time to get more. The same class of picture of King Edward was also a good seller. His biggest sale, however, was on envelopes with medallions of the Queen in dark purple on the corner. As to mourning stationery he did not think that there would be any call for it except in the regular trade. He has an immense number of orders for the issues of the English illustrated weeklies for the three weeks following the Queen's funeral. Outside of these he thought that the demand for pictures, etc., would cease right after the funeral. The boys on the street were doing a big business in buttons with the Queen's head on them, and a black ribbon attached to them, but a good share of this trade came to the stores as well.

A VISIT ABROAD. Mr. George Warwick, of Warwick Bros. & Rutter, has lately returned from a visit to the stationery centres of Great Britain and the Continent. In conversation with THE BOOKSELLER AND STATIONER, Mr. Warwick commented upon the favorable opinion entertained of Canada by the English and Scotch stationery and paper manufacturers. It was not he thought that they counted so much upon increasing their trade in Canada as it was their feeling of appreciation of the sentiment shown by our preferential tariff. Asked as to stationery novelties, he said that the demand for high-class stationery continued good, although the Christmas trade in England had been apparently interfered with by the war and the diversion of money in expenses connected with the war. This had for one thing increased the demand for mourning stationery, and this would be further accellerated by the death of the Queen. The demand for colored writings was not likely to displace the staple trades done in white papers. Quite possibly also the death of the Sovereign would increase the demand in Canada for mourning stationery in which line his firm have always done a good business. Mr. Warwick visited several places in Germany, and spoke favorably of the high-class goods turned out there. It was a mistake to consider that Germany was the home of cheap goods exclusively, as their finest articles were made there and found a ready demand.

NEW ALBUM. Amateur photographers will appreciate the newest photo album. The leaves are loose, and are fastened into the book in much the same manner as the loose leaf ledger, and can he taken out just as easily. The book can always be kept filled with new pictures, and will be useful as long as the cover holds out. New leaves can be obtained at a small price. It is made in different sizes.

A SATCHEL FASTENER. A handy arrangement for attaching to a satchel has been placed on the market, which promises to meet with much favor, especially from the travelling public. It is made of wire and fastens by hooks to the handle of the satchel. For carrying extra parcels, umbrellas, etc., it is very useful, and it takes up practically no room.

A NEW BRUSH CLEANER. The old way of cleaning furniture involves much wear and tear of the covering by digging into the crevices and corners in attempting to brush out the dust. To overcome this the revolving brush has been invented. A crank on the handle is turned connecting with the brush, which rapidly revolves and clears away the dust, with no harm to the furniture.

NEW SCRIBBLERS AND EXERCISES. W. J. Gage & Co., Limited, are promptly in the market with new ideas suggested by the change of sovereign. They are getting out a series of scribbling and exercise books, with lithographed covers, in different styles, designs and sizes. The "King Edward and Queen Alexandra" exercise books have pictures of the King and Queen, about cabinet size, with a flag design for background. The backs contain a biographical sketch of their Majesties. Two grades are shown, one with extra quality of paper. The "King Edward VII." has a full page picture of the King on the front cover, with a biographical sketch on the back. The paper is of very fine quality.

A scribbling book, called "The Seven Edwards," has for a front cover design a large picture of the present King, surrounded by portraits of his predecessors of the same name, with a brief sketch of the reigns of each on the back cover. A pic-

Long Live the King

To commemorate the accession of King Edward VII to the throne of the British Empire, we have prepared an artistic series of historical covers for exercise books and scribblers, elegantly lithographed in colors. The styles, sizes, designs and numbers are as follows:

Exercise Books, Large Post Quarto (8 x 10⅛)

KING EDWARD AND QUEEN ALEXANDRA. These books have cabinet-size portraits of King Edward and Queen Alexandra side by side, on the front cover, and are made in two grades, namely:

1047, 30 leaves, ruled faint only.
1048, 22 leaves, extra quality paper, ruled faint and margin.

On the back of these books a biographical sketch of the King and Queen.

Exercise Books, Crown 4to (7¼ x 9¾)

KING EDWARD VII. This book has a full-page portrait of King Edward VII on the front cover.

1049, 22 leaves, extra quality paper, ruled faint and margin.

On the back of this book is a biographical sketch of King Edward VII.

Scribbling Books, Crown Quarto (7¼ x 9¾)

THE SEVEN EDWARDS. A very appropriate design. The central picture is a portrait of King Edward VII, around it are pictures of all the Edwards who preceded him on the throne.

1296, thick paper, 180 pages, plain.
1297, thick paper, 148 pages, ruled.

On the back of these books is a brief historical sketch of each of the Edwards.

VICTORIA. This cover is a beautiful full-page picture of Queen Victoria, from one of her best photographs.

1298, extra quality thick paper, 116 pages, plain.
1299, extra quality paper, 100 pages, ruled.

On the back of these books is a Chronological table of important events which occurred during the reign of Queen Victoria

All the above are made to retail at a uniform price of 5 cents each. The covers are specimens of the finest lithographic work we have ever produced. Books will be ready about Feb. 15th. **Order by numbers as above.**

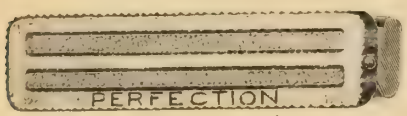
W. J. GAGE & CO., Limited.
TORONTO, ONT.

FANCY GOODS AND STATIONERY—Continued

ture of Queen Victoria, from one of her latest photographs, appears on the cover of the "Victoria." The important events in the reign of the Queen are printed on the back cover.

The enterprise displayed in getting out these books is very creditable to the company, and will doubtless be rewarded by a large sale. Great care has been necessary to produce the covers, the portraits on which are all excellent likenesses, taken from the best photographs and paintings to be obtained, and the lithographing represents some of the finest work yet turned out by this firm. At the present time this class of book will be very much appreciated, and dealers should lose no time in placing their orders. Those lines with the portraits of the present rulers are especially to be recommended, as their sale is not likely to decrease until some time after the coronation of King Edward, at least. So far as we know W. J. Gage & Co. are the only house producing this class of book, and though others may come later, it will be difficult to excell these books.

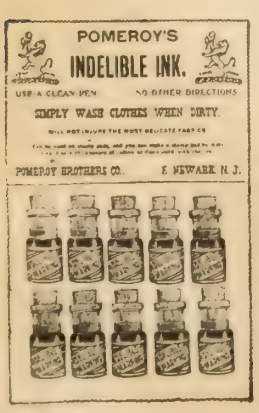
NOVELTIES IN STATIONERY. Warwick Bros. & Rutter are showing a new line of liquid glue, put up in tubes, to retail at 15 and 25c. It is called "Seccotine," and is packed in handsome show boxes for counter use. The special feature about "Seccotine" is that it is guaranteed to stick anything and everything, and is



Warwick Bros. & Rutter.

claimed to be far superior to the ordinary pastes, glues or other adhesives.

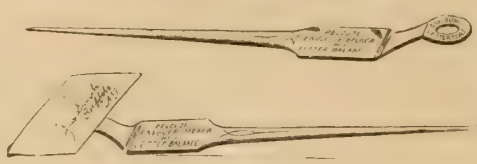
Another new line just opened up by this house is the "Perfection" blackboard eraser, a cut of which is shown herewith. It is made in three qualities, to retail at 10, 15 and 25c., the best grade being boxed in individual cartons, which is of great advantage to the dealer.



Warwick Bros. & Rutter.

An indelible marking ink, which will give satisfaction, and retails at 15c., is another new line being shown by Warwick Bros. & Rutter. This ink is put up in one-dozen bottles on an easel card, as shown herewith.

Another shipment of the famous Pelouze letter scales has been received, among them being the handy letter scale and paper-cutter combined. This is the most simple and handy paper-cutter and scale combined on the market, and retails at a



Warwick Bros. & Rutter

popular price, which should make it a large trade-winner. Other lines, such as the "Star," "Victor," "Household," and others are also in stock.

Ejecting penholders are fast becoming the leading line for general office trade. Warwick Bros. & Rutter are showing a number of new and different styles in this line. Those with the cork sleeve seem to have the preference, but the vulcanized



Warwick Bros. & Rutter.

rubber are also in demand. Samples and prices would be gladly furnished on application.

MOURNING STATIONERY. A line of mourning envelopes in memory of Queen Victoria have been issued by The Copp, Clark Co., and they have been sold to a considerable extent, although but recently placed on the market. In addition to the usual black border, there is a cut of a picture frame, inside of which the stamp is placed. Above the frame are the dates "1837-1901," and to the left, at the top of the envelope is printed in purple letters: "Canada mourns her beloved Queen." The envelopes sell for $1.80 per gross.

PENCIL SHARPENERS. A number of lines of pencil sharpeners are shown in Copp, Clark Co.'s from the cheapest, at 1c. apiece, to the "Acme" sharpener with double blade, both sides of which can be used, at 25c. The "Kosmos" sharpener having a blade with screw attachment, is also shown, for retailing at 10c. The "Cone" pencil sharpener is a 10c. line that should sell well. It comes in a wooden case, and will give a good, fine point of any length.

NEW PENS AND PENCILS. A number of lines of penholders and magic-movement pencils are being shown in Copp, Clark Co.'s, which cannot be told from the silver goods. They are nickel-plated, with a silver finish, and have chased patterns. They are handled exclusively by Copp, Clark Co., retailing for 25c. The cards they are arranged on are made quite attractive, so that they can be well displayed by the retailer. The "Studio" and "Alpina" lines of wooden pencils are also nicely packed. They come in ½-gross boxes and sell for $2 per box or $4 per gross.

LEATHER GOODS. This is usually a dull time of year for business in leather goods, and the present season is no exception. Brown Bros. find their most sales on memorandum books. These are shown in all sizes from the largest size convenient for carrying in the pocket to the smallest for vest pockets. The principal leathers being used are seal grain, morocco grain, real morocco, real Russian and seal. They may be used for price books, cost books, order books, etc. The prices range from 60c. to $18 per dozen. A different style is the refilling memorandum book, made so that the same cover may be used for other books when it is necessary to renew them.

MOURNING NOVELTY. A. O. Hurst, representing Warwick Bros. & Rutter, is having good sales on a line of tinted mourning stationery, that is an improvement on a good many of that class of goods which have been issued since the Queen's death. There is no black border to the envelope or paper, the only stamp being a British flag embossed in black and white in one corner of both envelope and paper. There is nothing common, or cheap-looking about this stationery.

GAME REQUISITES, ETC. Among their best selling goods The Copp, Clark Co., count playing cards, dice, poker chips, etc. For use in all progressive games they show four new designs in progressive score cards; seals for scoring, which may also be used for kindergarten work or for carnival costumes; and game punches, strong, nickel-plated goods for use in scoring. Unbreakable poker chips with smooth edges and highly finished are shown, for 50c. per 100. Poker dice, of fine vegetable ivory, packed five in a box, and poker spot dice of transparent celluloid in magenta, saffron and green, are shown in great variety. Some handsome gold and silver papers, which are very desirable for decorative purposes, are to be had in many patterns. At-Home cards and programme pencils complete the list, and these have been in good

1901

We wish all our friends a very

HAPPY and PROSPEROUS NEW YEAR.

We have pleasure in announcing to the Trade that we intend to be more than ever fully prepared to enter upon the **New Year** and **New Century** in a position to supply all requirements and to keep our **Stock Fully Assorted** and **Thoroughly "Up-to-date."**

OUR SPECIALTIES ARE

Account Books, Stationery, Leather Goods, Paper, Office Supplies, Printers' and Binders' Material, Diaries, Bookbinding.

AGENTS FOR

Esterbrooks' Steel Pens,
Wirt Fountain Pens,
Arnold's and David's Inks,
Pen Carbon Letter Books, etc.

We aim to have the most Complete Stationery House in the Dominion

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,
51-53 Wellington St., W.,
TORONTO.

THE BARBER & ELLIS CO. LIMITED

Envelope Manufacturers

WHOLESALE AND MANUFACTURING STATIONERS,

43, 45, 47 and 49 Bay Street, TORONTO.

IN PAPERS

we handle everything that is required by business and society people, as well as Printers' and Stationers' Supplies.

OUR FLAT PAPERS EXCEL

Send for Samples.

Perfection Clasp Sample Envelopes.

Business and Society Envelopes.

ENVELOPES

Invoice Tag Envelopes.

Envelopes of any Kind, Shape or Quality.

BUSINESS HOUSES

should use our Bond Papers.

SOCIETY PEOPLE

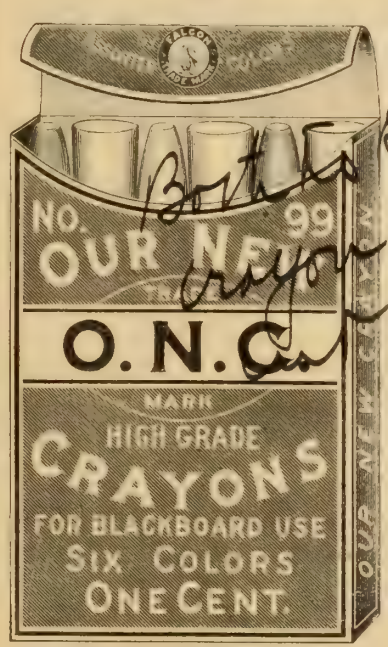
should use our Plashwater, Portia, and Oxford Vellum.

EVERYBODY

should use our Envelopes.

Lowest quotations to the trade.

FOR SCHOOL CRAYONS



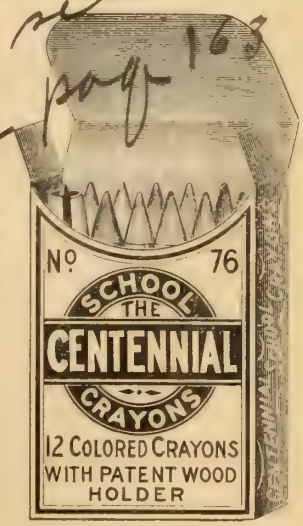
Write the Best and Finest Manufacturers in the United States

The inserted cuts represent two of our

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

NEW MUSIC

A FRANGESA — March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.

COONTOWN REVELS.—By Chas. E. Musgrave. A splendid Two-Step.

Anglo-Canadian Music Publishers' Association
"ASHDOWN'S" Limited
88 Yonge St., - Toronto.

FANCY GOODS AND STATIONERY—Cont'd.

demand. The pencils are Faber's make, in pink, white and blue polished, with ring and bone tips.

CANADIAN ENVELOPES. Ninety per cent. of the envelopes used in Canada are made in this country. The largest factory in the Dominion is that of The Barber & Ellis Co., who turn out an immense quantity of goods, from the largest official to the smallest pay envelope.

A NEW WAREHOUSE. Nerlich & Co. are now fairly well installed in their new building at 145 148 Front street west, just opposite the Union Station. The new place, as may be seen in the illustration, has five storeys and basement. It is 250 ft. deep, with a store space of 60,000 sq. ft.—larger than any other house in Toronto. Every floor is used, the basement being used for packing purposes.



Nerlich & Co.'s New Warehouse.

BIRTHDAY CARDS. It is a pleasing custom in most families to remember birthdays. To those absent and far away a dainty card of salutation is most convenient for the well-wisher, who has some friend or relative to remember, to send, and is much appreciated by the recipient. The trade should bear this in mind and order a selection from the samples of a line published by the well-known firm of Davidson Bros., London, Eng., for whom The Copp, Clark Co., Limited, are Canadian agents. Their travellers are now showing this very extensive and beautiful line.

USEFUL BOOKLET. The seventh edition of the booklet, "Graphite as a Lubricant," has just been published by Joseph Dixon Crucible Co., Jersey City, U.S.A. It describes the various uses and advantages of graphite, giving the experience and testimony of a number of engineers, scientists, etc., and is an interesting pamphlet. The nature and peculiarities of graphite are discussed, and their ability to overcome friction in all parts of machinery, locomotives, etc. The booklet is sent to anyone asking for it.

PEN-CARBON LETTER BOOKS. The pen-carbon letter and bill books shown in Brown Bros. warerooms are attracting much attention. Letters or bills may be copied by their use with no trouble whatever. Any ink, pen or paper may be used, and no press, water or brush are needed, the copying being done while the letter is being written. Samples of the work done by this letter book are shown, and the copy is so like the original that it is difficult to tell them apart. They are sold in either size, note size and bill size, ranging in price from $1.25 to $2.

EASTER EGGS. Large glazed china eggs with pretty flower designs are shown in The Copp, Clark Co.'s warerooms, to retail at 5c. In a larger size there are the bisque eggs, also with designs in flowers. A new line of fancy cardboard eggs, decorated with gold tinsel and flowers is intended to be suspended as an ornament. It may be sold with any small fancy article inside, as it is made in two parts. They retail from 10 to 25c. With each egg a fancy stand is provided.

Miss Kate C. Black, fancy goods dealer, Almonte, Ont., has sold out, and Miss E. S. Cairns has opened up business in the same line.

All Government officials in Canada are now using, or supposed to use, mourning stationery in their business correspondence. A suggestion from the stationer to those officials of the Government in his locality, that they take home some mourning stationary for the use of the other members of the family would probably lead to the sale of a quantity of it.

A new patriotic song, by Arthur J. Matthews, is just out, called "A Canadian Volunteer," and dealing with a supposed incident in the South-African campaign. It is a pretty piece, and will be welcomed by singers in the Dominion, if for nothing else than it is Canadian, and a pleasant relief from some of the imported stuff that is usually inflicted upon audiences in this country.

POINTERS FOR PROGRESSIVE DEALERS.

THE question of how to advertise in dull seasons is discussed by an advertising agent, and his conclusions are that more attention should be paid to the advertising of the business in dull seasons than in times when trade is brisk. Some merchants cut down their newswaper space when the dull season comes along, and others stop advertising altogether. The best way is to keep the advertisement running, but brighten it more. Give more thought to the wording of it, and see that it is set so that the principal points are properly emphasized. If it is harder to get people into the store, then there is all the more reason for advertising, instead of letting the notice drop because business is slow.

***

A dealer writing in Ad. Sense says that the only proper advertisement is store news. He always runs his advertisement in the same part of the paper, and insists on its being set always in the same type. By this means, people get to know his advertisement without seeing the name. He writes his store news as simply as possible and as honestly, which is a very important requirement in good advertising. He is a country dealer, and, though it might be supposed that there would be very little news about a small store, he finds that customers are very easily interested in anything in connection with the goods they are buying. The local newspapers are weeklies, and, considering that between the two of them he reaches all the best families in the community, he thinks that the cost of advertising is very small. About four times a year, a little booket about the store is sent to the head of every family in the vicinity. This necessitates having a mailing list, which is not made up without much trouble, and which requires continual altering. But he considers it one of his most valuable assets, and believes that it is worth all the work and expense in connection with it. The list is divided so as to show who are customers and who are not, and the letter sent out with each booklet varies accordingly. Such a list may be used in many other ways besides mailing the booklets.

***

Something that is not often seen is a good window trim in which the principal feature is a line of books, although there are probably as great trimming possibilities in many books as in any other goods that are shown. The large departmental stores frequently have an attractive display, and, when this is on, none of their windows takes up more

attention from people on the street, but the average stationer seldom puts his books forward as well, or, if he does, he weakens the display by adding a lot of other goods to it.

A book display should have as little else with it as possible. At least two copies of each book should be shown, so that both the cover and inside may be seen. If there are illustrations, open the book where these occur, as they give a brighter appearance to the text. A very narrow rubber band will serve to hold the book open, and yet not spoil the inner binding. A line of books was recently shown in a way that allowed each book to be seen as well as possible and made a good window out of the whole. The centre of the display was in pyramid form, the lower books standing on their ends, in a circle, each book being open at a little more than a right angle, with the backs turned outward. On top of these other books were laid flat, so as to form a foundation for another circle of books arranged like those on the bottom, and so on till the whole was capped by a single book on end. An outside circle was formed by a number of works, two of each work, on their ends. All these books were opened and the covers and inside pages were shown to the observer, alternatively. The whole was surrounded by paper-covered novels lying face up on the floor of the window.

***

The Canadian railway book and magazine stalls find business during the Winter months rather dull. About the only busy time through the whole Winter up to March or April is Christmas. The holiday travellers are frequently heavy buyers of magazines, etc., and dealers who carried Indian goods and souvenirs made a good thing last Christmas out of moccasins. Americans were the best buyers of these, though the Canadians took a large number also. The commercial travellers are the best customers through the Winter. Toward Spring the trade begins to brighten up, the settlers going out to the Northwest being good purchasers of books and magazines.

The coming Summer's trade is looked forward to with great expectations by the railway newsdealers, on account of the Pan-American Exposition at Buffalo. The Americans from the eastern cities generally take the Canadian route, whether from a desire to see the country or because they get better service, and they are good customers. During the World's Fair year the trade done by the railway news stalls was enormous, not only in books and magazines, but in souvenirs of Canada. The dealer who is not so favorably located as regards catching this trade can, nevertheless, secure a portion of it, as there is sure to be a number of foreign tourists looking around the city, and attractive souvenirs are pretty certain to be picked up by them. C.G.H.

AGENTS WANTED.

WANTED—Agents for a firm of English Manufacturers of Albums, Scrapbooks, Fancy Leather Goods, etc. Applications in the first instance to be addressed to Box 44, care BOOKSELLER AND STATIONER, Toronto.

Stationery and Book Business For Sale

in the City of Winnipeg.

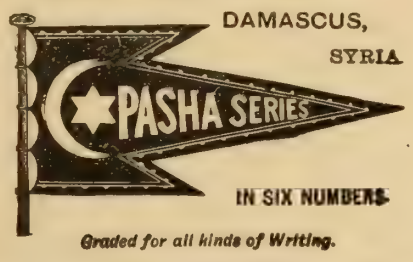
An exceptional opportunity for a pushing man. Stock new and well assorted. Can be had on favorable terms. Apply to

RICHARD TEW
23 Scott Street, TORONTO.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

TURKISH STEEL PEN CO.,



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

FOR SALE.

The Branch Book and Stationery business of **The Bailey Bros Co., in Kamloops, B.C.**

Good business town, and surrounding country with very little opposition.

Reason for selling, death of partner who had charge of the business.

For further information apply to

THE BAILEY BROS. CO., Limited,
(2) VANCOUVER, B.C.

A CANADIAN VOLUNTEER.

The Popular New Song.

Sung with great success by **Harry M. Bennett,** Toronto. Endorsed by the leading vocalists. Golden-voiced **Alf. H Wilson,** of the Watch-on-the-Rhine, theatrical campany, writes: "Your song is very good indeed." **Advertised extensively.** Prices to music dealers and booksellers, 1 copy 15c., 4 copies 55c., 1 dozen $1.60, postpaid (words and music). To be obtained from the composer,

ARTHUR B. MATHEWS
241 Wellington St. W.,
TORONTO.

N.B.—Unsold copies taken back at trade prices.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

Alex. Pirie & Sons

LIMITED

Mills—Aberdeen, Scotland.
Warehouses—London, Dublin, Glasgow, Paris and New York.

Agencies in all the principal cities of the world.

Manufacturers of the very finest grades of

Writing, Bond, Ledger, Printing and Blotting Papers, Envelopes, Cards and Correspondence Stationery.

Also Gummed and Coated Papers.

Stocks kept by all first-class stationery houses.

Gold Medals, Paris, 1878: 1889.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between January 1, 1901, and February 1, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11882. With the Royal Canadians. Stanley Brown, Toronto.

11883. My Little Mignonette. Song. Words by Frank L. Murphy, music by Henry S. Miller. Whaley, Royce & Co., Toronto.

11884. Mother Goose's Bicycle Tour. By M. S. G. William Briggs, Toronto.

11885. Zorra Boys At Home and Abroad: or, How to Succeed." By Rev. W. A. Mackay, B.A., D.D. William Briggs, Toronto.

11889. Sabbath School Class Register. R. Douglas Fraser, Toronto.

11891. Three Classes of Men. Dr. A. T. Sanden, Montreal.

11892. Composed on Love, Penetrating to the Heart. James Eells, Creston, B.C.

11893. XIX-XX Victorian Age. George W. Grote, Toronto.

11894. A Half Century of Conflict. By Francis Parkman. Volume II. Morang & Co., Toronto.

11895. Montcalm and Wolfe. By Francis Parkman. Morang & Co., Toronto.

11897. Elseeta. March Two-Step. By Fred S. Stone. Whaley, Royce & Co., Toronto.

11898. A Canadian Volunteer. Song. Words and Music by Arthur R. Mathews, Little Rapids, Algoma District, Ont.

11900. Enable us to Understand and Live the Life of Christ. James R. McDowell, Guelph.

11901-11902. The Nineteenth Century Series. Vols. IV. and IX. Bradley-Garretson Co., Toronto.

11903. New Railway, Post Offices and Municipal Map of Manitoba. Dominion Publishing Co., Hamilton.

11904. Born to Serve. By Charles M. Sheldon. Poole Publishing Co., Toronto.

11905. Decimals and Decimalization. By Arthur Harvey, Toronto.

11906. My Travels. Robert Shields, Toronto.

11908. L'ecrin precieux des Jeunes Meres; Le Conseiller Partique des Familles. Eugene Saint Cyr, Montreal.

11909 11913. The Church Co., Cincinnati, copyright the following pieces of music: The Little Dutch Queen. Two-step for piano. By Andrew J. Boex; In May-Time. Song. Words by Frank L. Stanton. Music by Oley Speaks; Eyes of Blue. Song. Words by Frank L. Stanton. Music by Oley Speaks; When Gazing in Thine Eyes so Dear. Song. By Oley Speaks; The Caress. For the piano. By Gaylord Barrett, Op. 11.

11914. A Century Run or Bust. Photo. Fred. L. Hacking, Vancouver.

11915. That'll Help Some. Words and music by Geo. Sydney. Whaley, Royce & Co., Toronto.

11916. Hiawatha or Manabozho: An Ojibway Indian Play. By Louis Arthur Armstrong, Montreal.

11917. Mary Melville, The Psychic. By Flora MacDonald. Benjamin Fish Austin, Toronto.

11918. Strength: Its Use and Abuse by Men. By Dr. A. T. Sanden, Montreal.

11920. Treatise on the Law of Real Property. By Edward Douglas Armour, K.C., Toronto.

11921. Handbook of Method for Teaching Phonic Reading. By John A. MacCabe, LL.D., F.R.C.S. Copp, Clark Co., Toronto.

11922. La Viergea la Creche. Paroles de Alphonse Daudet. Musique de Alexis Contant. Alexis Contant, Montreal.

11924. Histoire des Etats Unis d'Amerique depuis les Premiers Establissments jusqu'a nos jours. Par Sylva Clapin. C. O. Beauchemin et Fils, Montreal.

11925. Le Retour. Marche. Par Emery Lavigne. Edmond Archambeault, Montreal.

11926. Sous les Lilacs. Valse. Par Emery Lavigne. Edmond Archambeault, Montreal.

11927. A Letter From the Front. Words and music by George Strayer Maxwell. Arranged by Lee Orean Smith. Whaley, Royce & Co., Toronto.

11928. When We Were 21. Waltz. By M. H. Kohn. Whaley, Royce & Co., Toronto.

11929. Illustrated Advertising. Fourth edition. By F. W. Johnston, Toronto.

11930. Morang's 20th Century Educational Series: A Modern Phonic Primer. Morang & Co, Toronto.

11931. The Canadian Law List. Hardy's. 1901. Henry Cartwright, Toronto.

11932. British - American Fashions, Winter, 1900. (carte de modes.). Cutters and Designers School Company, Montreal.

11933. Count Frontenac and New France Under Louis XIV. By Francis Parkman, Morang & Co., Toronto.

11934. Montcalm and Wolfe. Volume II. By Francis Parkman. Morang & Co., Toronto.

11935. Uniform Bill of Lading. Form. John M. Jenckes, Sherbrooke.

11937. Canadian Drills and Exercises No. 4: Patriotic Scarf Drill. By Edith McLean, Toronto.

11639. Revell's Revised One Year Class Book for 24 Names. Fleming Revell Co., Toronto.

11940. A Valentine. Waltz. By Leo Oehlmer. Church Co., Cincinnati.

11941. Wilson's S. S. Teacher's Class Book. Ninian T. Wilson, Toronto.

11942. Wilson's Sabbath School Secretary's Record. Ninian T. Wilson, Toronto.

11943. Health in Nature. Book. By Dr. A. T. Sanden, Montreal.

11945. Canadian Drills and Exercises No. 5: Grand March and Flags. By Edith McLean, Toronto.

11947. Sabbath School Secretary's Record. Rev. R. Douglass Fraser, Toronto.

11948. Victoria-Emanuel. Poem. By George W. Grote, Toronto.

INTERIM COPYRIGHTS.

668. Canada Our Nation. Patriotic song. Words by Mrs. R. P. Hopper, music by John A. Stokes, Toronto Junction, Ont.

669. Britain, Her Past, Present and Future: The Nation's Evil and the Cure. By Caleb Platt Simpson, London, Ont.

670. Policy Holders' Protective Chart and Insurance Hand Book. Thomas L. Maitland, Toronto.

"Acadiensis" is the title of a new and attractive quarterly, published in St. John, N.B., the first number of which we have just received. The ground intended to be covered by the magazine is what is known as Acadia, hence the name. The object of the publication appears to be mainly historical, although other topics of interest are dealt with. A portrait of the late J. W. Lawrence, of St. John; a picture of the "Last Moose in Vermont," "An Object Lesson to Acadians," and one or two other illustrations materially add to the attractiveness of the magazine. It is published under the auspices of the Acadian Society, who deserve every success in their venture, and will likely get it if the "Acadiensis" is kept up to the standard of the first number.

THE NELSON FIRM.

IN the year of Queen Victoria's coronation and in the same season of the year the business now passing under the style of H. A. Nelson, Sons & Co., Limited, Montreal, was founded. In the year of her death and while British and foreign people were mourning over her bier, the business of this firm was discontinued. The reigns were peculiarly contemporaneous.

Nelson and Buttes commenced business in 1837 on McGill street, Montreal. They were "chums" who hailed from New Hampshire, thrifty and venturesome. They had learned of Canada and its possibilities, so started out with a few team loads of fancy goods, smallwares, and general woodenware, drove through the woods and over the border, and finally landed in a shop on McGill street, Montreal. Their capital amounted perhaps to $500.

From the first they were in the wholesale business, but how different was the wholesale business of those days from that of to day! We should now call 1837 wholesaling, peddling. There were no railways, few roads, and travelling was arduous. Trade was of necessity confined. But there were few firms engaged in the importation of novelties from the United States, and year by year Nelson & Buttes found their business expanding. About 1860 Mr. Buttes retired from the business and the firm's name became Nelson, Wood & Co. Mr. Wood left in 1873 and was succeeded by Mr. Nelson's four sons, Albert D., Horatio W., Charles H. and Frederick E. About 1855 business had expanded to such proportions, and the wholesale business was acquiring such a widening field for operations, that new quarters had to be secured on St. Peter street. In 1872 these were burned down and a new building erected, which stood the strain of commerce until last month, when it took hardly half an hour to bring it to the ground. The business done last year was the largest in the history of the firm.

The Toronto branch was established in 1868 and put in charge of the two youngest sons, H. W. and C. H. A large warehouse was built on Front street, but four years ago the stock and business were concentrated in Montreal, and only a sample-room retained. It is now contemplated that Mr. H. W. Nelson will continue the Toronto business, but it seems probable that the stationery part of it will be discontinued entirely. This would mean that an old and reliable wholesale firm is lost to the Canadian stationery trade.

The founder of the business, Mr. Horatio Admiral Nelson, was quite prominent in the growth of Montreal and her commerce. For 14 years before he died he was a member of the City Council, and during most of the time he was chairman of the finance committee. He was also a member of the Quebec Assembly during the Joly Administration, when he looked after the interests of Montreal in the local Legislature. In commercial organizations he was accounted a man of fine and sound judgment.

In Montreal religious circles he also assumed a leading position. He was a prominent member of the American Church and he was a large donor towards its maintenance.

His sons are known to the trade of Canada as energetic and reliable business men and to their hosts of friends as gentlemen of an inherited fine character. At present their business future is undefined.

THE MONTREAL BOOK AND STATIONERY TRADE.

Past and Present.

(Concluded.)

The business of Granger Freres is probably growing faster than any book business in Montreal. This Spring, they have added two more stores, and their premises are as large as an ordinary dry goods warehouse. Mr. Flavien Joseph Granger started the business in 1885, after serving some time with Chapleau & Labelle and Cadieux & Derome. In 1891, he admitted his brother, Alphonse A. Granger, to partnership, and together they are to-day handling a tremendous trade in books. This year, they were exhibitors at Paris, and won three medals —one gold medal for a collection of books, one silver medal for a collection of Canadian publications, and one silver medal for bookbinding. They carry a stock of about 70,000 second-hand French and English books. The senior member of the firm is a member of the Chambre du Commerce Francaise. He has sent a good many Canadian books to French and German libraries. They are also agents for many French and American patentees of office supplies.

In 1880, The Montreal News Co. was established at 588 Craig street, but soon after they moved to the present premises at 386-388 St. James street. Mr. Henry Brophy has been manager since 1883. This firm handle nearly all the current fiction trade of Quebec and the Maritime Provinces.

One of the most important changes that has taken place in Montreal business is the movement of the retail trade up town to St. Catherine street. These include those of W. Foster Brown, W. Drysdale & Co., A. T. Chapman, F. E. Phelan, C. W. Coates, James Mock, E. N. Renouf and J. T. Henderson. Mr. C. Ashford, 800 Dorchester street, also has a well-established business. Mr. W. Drysdale is one of the best known bookmen in Montreal. In 1874 he established his business on St. James street, giving up charge of The Witness bookstore. In 1882 he founded a branch on St. Catherine street that was long under the charge of Mr. W. B. Baikie. He has now taken over this latter business himself.

W. Foster Brown is also an experienced bookseller. He bought the book stock of Dawson Bros. in 1889, and seven years ago moved to his present store. Mr. Chapman is a thorough bookman who established his business five years ago. The business of C. W. Coates was founded in Montreal 25 years ago as a branch of the Methodist Book Room. For five years it was on St. James street near the Temple Building, then for three years it was situated at 3 Bleury street, since when it can be found at 2176 St. Catherine street. The movement up town seems to have been going on for about 20 years.

Among other up-to date bookstores are those of Walter Street, 3 Bleury street, and T. Vaugh, 439 St. Lawrence street. The news and magazine depots at St. Lawrence Hall, Windsor Hotel, Place Viger and Bonaventure and Windsor street stations are also worthy of mention.

For two years Henry J. Thomas & Co. have been established at 123 St. Francois Xavier street. They make a specialty of subscription books.

Two important wholesale houses are those of Macfarlane, Son & Hodgson, Craig street, and Austin & Robertson, De Bresoles street. Messrs. Macfarlane, Austin and Robertson came from Buntin and Boyd's establishment and established a business in 1882. Subsequently, Messrs. Austin & Robertson withdrew and branched out for themselves. In 1892, the latter establishment came under the control of Mr. Robertson. The original firm now is Macfarlane, Son & Hodgson.

J. C. Wilson & Co. have a magnificent warehouse on Craig street and do quite a large wholesale paper and envelope trade. They commenced business in 1870 and own large paper mills at Lachute, P.Q.

Mr. Henry L. Lyman, 12 St. Nicholas street, has represented the Dennison Manufacturing Co. in Canada for fifteen years. He also sells quite a quantity of crepe tissue paper for Jas. R. Crompton & Sons, English papermakers.

Mr. C. Theoret does a large law publishing trade at the corner of St. Gabriel and St. James streets. The business was established by Mr. Perrior in 1883, at 23 St. James street. He had been a canvasser for John Lovell & Son. He started by taking a trip to Europe, and bought some English and French books. In 1885 he published his first law book. In 1892 he died, and was succeeded by Mr. C. Theoret, who has published about 90 volumes.

WALL PAPER AND DECORATIONS.

THE LATE MR. F. S. FOSTER.

THE death of Mr. Francis Stuart Foster, of the firm of The Watson, Foster Co., wall paper manufacturers, Montreal, which occurred at his late residence, 904 Dorchester street, Montreal, on Sunday, January 6, 1901, deprived Canada's business community of one of its most respected members and cut short one of the most promising business careers that could be prophesied for a young man.

Although he had acquired a leadership in his line of business, Mr. Foster had not had an exceedingly long experience, being born somewhat over 41 years ago in Kingston. He received his education in the "Limestone City," attending the High School there, previous to the family's removal to Montreal.

It was in 1880 that Mr. Foster first became connected with the wall paper business, entering the firm of Watson & McArthur, which had just been formed, as bookkeeper. Four years later Mr. McArthur withdrew, and the business was carried on by John C. Watson & Co. In 1891 Mr. Foster really entered into partnership in the firm, but not till 1894 did his name appear in the firm's style. In 1897 the business was formed into a joint stock company and the trading title has since been The Watson, Foster Co., Limited.

Mr. Foster's special duties belonged to the manufacturing part of the establishment, and he had acquired a thorough knowledge of the practical side of the business. In fact, to his ingenuity and enterprise is largely due the excellence which Canadian wall paper manufactories have learned to give to their products since they started to learn their business in 1880, on the adoption of the National Policy. Canadian merchants long found difficulty in selling the domestic-made wall decoration, but, thanks to the zeal and perseverance of such pioneers in the industry as Mr. Foster, we are now not only supplying our own trade, but entering into the export business as well.

Mr. Foster's influence extended into the office also, where his grasp of financial questions and his business ability of no mean order were valued very highly. Honesty and integrity were equally predominant with enterprise in his make-up. An example of his high principle, which he never would allow to be published, was shown one time, when, about eight months after he had made a settlement with an insurance company upon some losses the firm had sustained through fire, he found a mistake had been made in the valuation of some factory apparatus, and his firm sent the insurance company a cheque for $800. Acting upon such principles as actuated them in this case, he and his partners builded even better than they knew, and their business expanded to enormous proportions.

As a man, few business figures were held in respect equal to that enjoyed by Mr. Foster. Although he was very attentive to his private business, he had for some years been a member of the Montreal Board of Trade. He was a Governor of the Montreal General Hospital and a warden of Christ Church Cathedral. His personality was affable, yet always impressive.

Mr. Foster had been away from business two years and eight months, seeking a recovery of health in different climes, but it was only during the last two months of his life he was seriously ill. He leaves a family of a widow and three children who, needless to say, have the warmest sympathy of his hosts of business friends.

The funeral service, rendered in the Cathedral in full chorus, was very impressive. The chief mourners were the two young sons of the deceased; Mr. W. Foster, brother; Mr. W. I. Gear, brother-in-law; Messrs. Hugh Watson and D. S. Boxer, partners of the deceased, and Wm. Cooper. Among the others present were: Sir M. W. Tait, Messrs. Alfred Griffin, George Creak, Capt. Riley, H. Adams, E. A. Barton, J. H. Hutchison, M. Fitzgibbon, David Smith, R. J. Notan, Lieut.-Col. Butler, C. Richards, H. Ryan, George Howard, J. Fraser, C. P. Greaves, R. K. Howland, C. C. Howland, H. H. Howland. There was a large number of floral tributes sent by the immediate relatives of the deceased, and from Mr. and Mrs. W. B. Foster, Mr. and Mrs. Hugh Watson, G. Howland, Son & Co., Madame M. J. A. Prendergast, Cadieux & Derome, Colin McArthur, and Miss McArthur, the office and travelling staff.



No. 967.—The Watson, Foster Co., Limited.

A fine pattern in The Watson, Foster Co.'s line of this season, suitable for halls and interiors requiring generous treatment. The softened background gives a depth to the design, producing, especially in forest greens and Imperial reds, most effective results.

VALUABLE SAMPLE-BOOK OF WALL PAPER.

The Watson, Foster Co., Limited, Montreal, have again issued a pocket sample-book and price list combined of the leading ingrain hangings, with friezes and ceilings to match, which they carry in stock.

This is possibly the handiest and most valuable addition to the wall paper dealers' sample-book department issued by any manufacturer. Dealers from all over the Dominion and United States spoke so highly in praise of its usefulness last season that The Watson, Foster Co., Limited, have decided to perpetuate it.

The book contains 25 popular colorings; on the back of each sample is printed the lettering of the ingrain, the price grade, and the numbers of the friezes and ceilings which match the different colorings. At the back of the book will be found half-tone illustrations of the friezes and ceilings. Price list accompanies each book.

Any dealer who has not yet received this ingrain sample-book should write to The Watson, Foster Co., Limited, Montreal, and it will be supplied immediately on application.

STAUNTONS' INGRAINS.

Stauntons the wall paper people, report great success during the last month in selling their popular ingrain combinations. It is a very superior line in points of the artistic in design and colorings, and is bound to be popular with the people when the season opens. It is only one of the many just such good sellers as the Stauntons, Limited, have in their 1901 line. The company are working hard on orders, and are making big shipments every day now, and expect very soon to have all orders completed, so that the trade will have an early Spring start.

EVERYTHING GOOD AND PROFITABLE IN WALL PAPER.



21-inch Ingrain Frieze, No. 2030.



21-inch Ingrain Frieze, No. 2043.

THE ABOVE ARE TWO OF MANY SUCCESSFUL FRIEZES IN OUR 1901 COLLECTION

IF OF INTEREST WE WILL MAIL SMALL BOOK OF INGRAIN SHADES WITH ILLUSTRATED MATCHED COMBINATIONS, OR SAMPLES OF ABOVE OR OTHERS IN ANY DESIRED SHADE

THE **WATSON, FOSTER CO.,** LIMITED

MONTREAL.

Feb. 1st.

CANADA MAY SUPPLY BRITAIN WITH PAPER.

FEATURES OF THE TORONTO BOOKSELLERS AND STATIONERS' MEETING WHEN MR. W. J. GAGE ENTERTAINED THE MEMBERS AND THE YEAR'S BUSINESS WAS DISPOSED OF.

A MOST enjoyable combination of business and pleasure was the annual meeting of the Booksellers and Stationers' section of the Toronto Board of Trade, which met at the National Club on the evening of January 24 by invitation of the chairman, Mr. W. J. Gage. The proceedings were informal, owing to the recent death of the Sovereign, the members refraining from any toasts or other evidences of festivity. The occasion, however, was of such an agreeable nature, and the friendly feelings promoted by the meeting were so generally appreciated that the worthy chairman of the section was cordially thanked by all those present. They included: Richard Brown, Rev. William Briggs, A. S. Irving, J. F. Ellis, A. W. Thomas, William Copp, S. R. Hart, George Warwick, D. A. Rose, W. P. Gundy, Fred. J. Campbell, George Spence, W. J. Davis, F. H. Gage, T. A. Brown, J. T. Hornibrook, Edgar J. Wills, and the editor of BOOKSELLER AND STATIONER.

After an excellent dinner had been partaken of Mr. Gage opened the business proceedings by referring to the deep sorrow of those present, as well as those of the people of the British Empire, at the death of Queen Victoria, an event which precluded anything in the nature of formal toasts. The chairman read letters of regret from Mr. H. L, Thompson, president of The Copp, Clark Co.; Mr. Graham, of Buntin, Gillies & Co., Hamilton; Mr. A. F. Rutter, of Warwick Bros. & Rutter, and other members who were out of town, regretting their inability to be present.

THE STANDING OF THE TRADE.

The chairman went on to point out that, in meeting together as they were doing, the trade would cultivate the esprit du corps, which was always of value in an organization of this kind, since any trade would be judged by the estimate which its own members placed upon their business. Booker Washington, the famous colored orator, has said that the use of the toothbrush was the best index of an advance in civilization. Another supposed indication of higher civilization was the use of soap, as cleanliness was next to godliness (laughter), but the booksellers and stationers considered that the best index of national progress was the use of paper and books. A statistician, in illustrating the progress of our late Queen's glorious reign, had shown that, whereas in 1837 the average sum spent by an Englishman for books was 2s., at the close of her reign it was 12s. This was a significant evidence of national advancement. Mr. Gage continuing, said, that the past year had not been an active one for the section, over which he was glad to preside, and he found it a difficult thing to make a report. He was proud to recognize that the position held by him had, in the past, been associated with eminent members of the trade, like Messrs. Reid, Richard Brown, Copp, Clark, Warwick, Rose and others, all representing the highest character in business life. He considered the present meeting a good influence as it must conduce to harmony of action and purpose in the trade. He then presented the report as follows:

ANNUAL REPORT.

During the year there has been a steady development of the publishing, book and stationery business in Canada. The present satisfactory condition of the publishing trade as compared with a few years ago is the result largely of the recent Copyright Act of the United States and the advent of better times. Through the operation of the Copyright Act the booksellers are no longer deluged with the cheap reprints that were formerly issued, and are in a position to protect the public by giving value for their expenditure on books. Good times have provided a large constituency to cater to.

It is also a pleasure to note the improved mechanical appearance of Canadian publications, which now compare favorably with those of any other country.

Canadian copyright is still in an unsatisfactory condition. During the year two members of the Board of Trade, Mr. Morang and Mr. Thomas, representing the Canadian Manufacturers' Association, attended the 4th annual meeting of the Chambers of Commerce of the British Empire, held in London, and succeeded in securing the adoption of a resolution favoring the right of colonies to make their own copyright laws.

The Dominion Parliament under two successive Governments have passed legislation dealing with this question in the interests of the Canadian publisher, which, unfortunately, is still inoperative, lacking Imperial assent. It is to be hoped that vigorous and determined action will be taken by the Board of Trade, assisted by the cooperation of the paper-making, printing and other allied trades to obtain Imperial sanction.

In the list of subjects assigned by the Brttish North America Act to the Dominion Parliament, patents and copyrights are specified together, and it seems reasonable that the right of the Dominion Parliament to legislate for the one should be just as extensive as it is to legislate for the other.

In order to secure a patent right for a machine in Canada it is necessary to manufacture here within a reasonable time, thus giving employment to Canadian workmen.

The American publisher can obtain copyright by simply sending sample copies and registering his book in London, and in this way prevents the Canadian publisher from making it here, thus compelling the Canadian book-buyer to take his book printed on American paper and made by American printers and bookbinders.

The important principle involved of Canadians making their own laws, the great impetus that would be given to a large industry, demands the serious attention of our legislative bodies.

A distinguished scientist stated a few years ago that the price of rags was a good index to the advance of civilization, they being made into paper, and the use of paper being an indication of the infusion of knowledge.

At the beginning of the reign of Her late Majesty, 1¼ lb. of paper were consumed, on the average, by each resident of Great Britain; now it requires about 15 lb. In the United States it requires about 12 lb. for each citizen, Germany 10 lb., France 8 lb., Italy 5 lb. Canada must be up to or above the average of Great Britain.

During the past year the paper business in Canada has been exceptionally prosperous. Paper mills have been six months behind in filling their orders. To meet the demand the old mills are increasing their capacity; new mills are being erected. Stationers who make the paper up into different forms for practical use have shared in the general prosperity, and found it necessary to increase their facilities for meeting the demand. The paper trade in Canada will, no doubt, shortly be one of our greatest industries. We have an unlimited water-power, an inexhaustible supply of raw material in our pulpwood forests. Capitalists from the United States, Great Britain and Europe are investing millions of dollars in this industry in Canada, and some of the largest pulp and paper mills in the world are being established here.

Twenty-five years ago, when the writer started in business in Toronto, the great bulk of our paper came from Great Britain, and English travellers regularly visited the Canadian trade to supply our demands. To-day Canadian paper mills can meet all our requirements, and some of them have their London offices.

Before the close of the next 25 years it is not too much to expect that the great London dailies will be printed on Canadian-made paper, and that travellers from the Toronto paper-makers and stationers will regularly sell to the trade of Great Britain in the interest of their respective houses.

EDGAR A. WILLS, Secretary-Treasurer. W. J. GAGE, Chairman.

COPYRIGHT MATTERS.

The report was unanimously adopted. Mr. Ellis then moved that the thanks of the section be conveyed to Messrs. George H. Morang and A. W. Thomas, for their labors in connction with Canadian copyright in England last year, and suggested that Mr. Thomas, who was present, should give some account of the matter.

Mr. Thomas accordingly briefly but clearly outlined the mission of Mr. Morang and himself, and its results. He alluded to Mr. Morang's labors in connection with copyright in getting the Chambers of Commerce Conference to pass the resolution which had been adopted. As for the Canadian Copyright Act of 1900, he considered that the council of the Toronto Board of Trade should be asked to press upon the Canadian Government the wisdom of securing from the Imperial authorities the legislation required to put it in force beyond a doubt, and his motion to this effect, seconded by Rev. Dr. Briggs, was unanimously adopted.

The treasurer's report, which was satisfactory, was also adopted.

MR. BROWN ON THE PAST.

Mr. Richard Brown, being called upon, spoke in a highly humorous and reminiscent

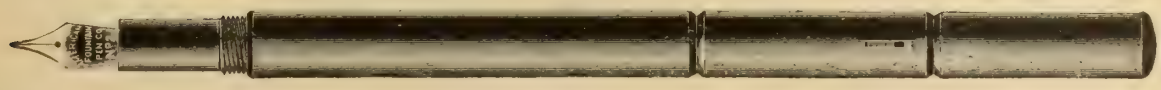
MOORE'S Improved Non-Leakable FOUNTAIN PEN

THE BEST Fountain Pen Made at ANY PRICE.

Patent July 18, 1893.



Patent September 8, 1896.



These Pens, being constructed upon entirely different principles from other fountain pens, are without doubt the nearest PERFECTION of any pens ever manufactured. All the undesirable features of other fountain pens have been eliminated. Send for our Illustrated Catalogue, just out. It will interest you, if you are looking for a **Perfect Fountain Pen, Strictly High Grade.** They can be carried in any position in any pocket and will not leak.

RETAIL PRICE, $2.50 TO $12.00.

AMERICAN FOUNTAIN PEN CO.

Manufacturers, 168 Devonshire St., Boston, Mass., U.S.A.

W. J. GAGE & CO., Limited, TORONTO, ONT., Agents for Canada.



Staunton

Wall Papers

For the convenience of those in the trade who have not ordered from our 1901 Spring line, we have made up condensed sets of samples representing the best sellers in the line—and will be pleased to send them express prepaid to any address, but, if you'd sooner see one of our travellers, say so, and we'll send one to you with the complete line.

STAUNTONS LIMITED, TORONTO.

FORMERLY M. STAUNTON & CO.

phase of the trade, of which he is a veteran member. He considered such meetings as the present of the highest value as they conduced to mutual understanding. He was an old member now, for he recollected having begun in the book business in 1848. Conditions were then very different to those of to-day. There were very few travellers and he instanced one or two amusing cases of travellers who proved themselves quite equal to the modern article. One vendor of bibles had opened his canvass of a town by presenting one to the minister who took his text from it the Sunday following. The consequence was that the traveller sold bibles to the whole town the following week. Mr. Brown also referred to the early magazine trade and to the success of Harper's and of the Anglo-American magazines when these periodicals first came out. He thought that there was no exaggeration in considering Canada the paper country of the world (hear, hear), and paper was coming into such universal demand that perhaps the day would dawn when we would live in paper houses and wear paper coats. (Laughter.)

REV. DR. BRIGGS' ADDRESS.

Rev. Dr. Briggs, said he could not go back as far in his reminiscences as Mr. Brown, since it was the privilege of age to speak of the past, while he and other young men naturally looked toward the future. (Laughter). Speaking of books, he recalled the case of the man in one of Dicken's books who wanted to squeeze Mr. Pecksniff behind a door because he would "squeeze soft." The speaker thought that this could be said of a good many books that came from the modern press. They would squeeze soft since they were so flabby as far as their literary qualities were concerned, however useful they might be as a profitable feature of trade. (Voice, "David Harum" and laughter.) He thought that they should all labor to raise the character of the books which they put forth. And a factor in all united action was just such conferences as the present which could not fail to have a beneficial effect in trade matters. No combination of any kind was necessary and no house need be hampered in the conduct of its own business, but by associating together they could get closer together in various questions which affected their own interest.

IMPORTANCE OF THE TRADE.

Mr. S. R. Hart said that the allied trades connected with printing, lithographing, bookbinding and manufacturing stationers employed more hands than any other single industry in Toronto. They numbered certainly not less than 2,500 and probably 3,000. Outside of the newspapers there were nearly 2,000 employed, and the newspaper establishments alone employed about 750. This estimation did not probably cover many smaller concerns, which being added would send up the total. He thought it was well for the manufacturing stationers to realize how important the industry was.

DUTY ON PULP WOOD.

Mr. F. J. Campbell spoke as a paper manufacturer, with reference to the growth of the pulp business, and favored the placing of an export duty on pulp wood as a means of promoting the Canadian industry. (Hear, hear.)

MR. ELLIS ON EXPORT TRADE.

Mr. John F. Ellis being called upon to speak as a manufacturer of stationery, said that it give him great pleasure on more than one occasion to represent the views of the trade with which he was connected. He referred to the meeting of manufacturers at Boston which he attended, and where the leading members spoke of the export trade and of their own ability to capture foreign markets. It was evident, Mr. Ellis said, that the United States manufacturers were making every effort to compete with British and other purchasers in the markets of the world, and he thought that there was no reason why Canada should not look forward to the day when she could send her travellers to England to sell the products of the paper industry. (Applause). Our industry was in its infancy, but when prices came down, as they certainly must in time, to an export basis, there was no reason, when our paper manufacturers were already providing for an output which could not be disposed of in Canada alone, that those who used paper here as a raw material of manufacture, that is our book makers and our envelope and stationery makers, should not also aim at an export trade. We should at least look forward to that because every shrewd manufacturer knew how convenient a foreign trade was because when trade was dull at home some other place was prosperous, and thus mills and manufacturing institutions were kept going all the year around. (Applause.)

Mr. George Warwick, said he considered gatherings of the trade of this kind very beneficial, and he trusted it would not be necessary to have a dinner in order to induce the members to turn out. (Laughter.) For his part he was bound to confess that when he got the invitation to be present he had to look up to see who was chairman for the year. (Laughter.)

On motion of Mr. Ellis a cordial vote of thanks was passed to the chairman for providing so pleasant a way for the members to meet. This was carried unanimously, when the chairman replied that he had his thanks in the good attendance which had taken place.

The election of officers resulted in the unanimous re election of Mr. W. J. Gage as chairman, and Mr. Richard Brown as vice-chairman.

INDEX TO ADVERTISEMENTS.

A

	page.
American Fountain Pen Co	23
Anglo-Canadian Music Publishers Assn	15
Auer Light Co.	Outside back cover

B

Barber & Bros., Wm	17
Barber & Ellis Co., Limited	15
Briggs, William	7
Brown Bros., Limited	7, 15
Buntin, Gillies & Co.	Outside back cover

C

Copp, Clark Co., Limited, The	2

D

Dixon, Crucible Co., Joseph	Outside front cover

G

Gage & Co., Limited, W. J	7, 13, 23
Gillott, Joseph	17

L

Lyman, Henry L.	Inside back cover

M

Marshall, E. M	1
Mathews, Arthur B	17
Morang & Co., Geo. N	1
Morton, Phillips & Co.	7

N

Nelson & Sons Co., H. A	Outside back cover

P

Payson's Indelible Ink	17
Pirie & Sons, Limited, Alex.	17
Publishers' Syndicate, Limited, The	9

R

Revell Co., Fleming H.	1
Roberts' Advertising Agency	15

S

Standard Crayon Co.	15
Staunton, Limited	23

T

Turkish Steel Pen Co.	17

U

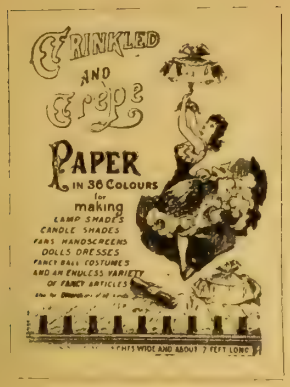
United States Playing Card Co.	Inside back cover

W

Watson, Foster Co., Limited, The	21
Warwick Bros. & Rutter	Inside front cover, 17
Western Assurance Co.	7

A booklet has been published by Oliphant, Anderson & Ferrier, Edinburgh and London, called "The United Free Church of Scotland," written by the Rev. A. M. Fairbairn, principal of Mansfield College, Oxford. It describes the uniting of the two bodies, the Free Church of Scotland and the United Presbyterian Church, the rise of each, and the men who made each. It is illustrated with photographs of some of the leading men and historical buildings of the two churches.

The first issue of The Thrush, an English monthly for the publication of original poetry, has just reached us. It is intended to present usually the work of those poets whose reputation is established, though poems by all capable writers will be given the prominence they may deserve. The signs of an awakening in the people to a better appreciation of a high class of literature have caused the appearance of The Thrush, which will cater only to this finer taste. If it receives the welcome from the reading public it deserves, The Thrush will shortly take its place among the most popular of English periodicals.



Crêpe Paper

of the

"DANCING GIRL" BRAND

is the only paper which gives satisfaction in making **Lamp and Candle Shades.**

Owing to the large variety of colors and styles, very artistic effects can be obtained by its use in decorating halls for social entertainments, and also for **Bazaar Booths,** etc. See Butterick's "Uses of Crepe and Tissue Paper."

To be had of all Wholesale Stationers and Fancy Goods Dealers.

HENRY L. LYMAN,

Canadian Agent, 12 St. Nicholas St., MONTREAL.

Handsome Cards—Quick Sales—Good Profits.

Dealers find that social leaders who entertain with cards are delighted with

"Congress" Playing Cards.

Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

They are widely advertised and are favorites everywhere.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

MacLean's Trade Newspapers

For a Paying Line on Your News Counter

THE CANADIAN GROCER
The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

HARDWARE AND METAL
The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

THE DRY GOODS REVIEW
Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

THE MILITARY GAZETTE
The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER
Official organ of the Canadian Press Association and The Employing Printers' Association.

THE BOOKSELLER AND STATIONER
The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co., Limited, MONTREAL and TORONTO.

A Question!

Do you carry Picture Mat and Mounting Boards?

Two Facts!

They are very profitable lines.
We can supply them right.

Send for Samples.

Buntin, Gillies & Co. Hamilton.

Montreal Office—21 Mechanics Building, St. James St

THE H. A. NELSON & SONS CO., LIMITED

59-63 St. Peter St., Montreal, Que.

- Spring Goods
- Baby Carriages
- Doll Carriages
- Go-Carts
- Sleeping Coaches
- Waggons
- Velocipedes
- Tricycles
- Fishing Tackle
- Hammocks
- Sporting Goods
- Fireworks
- Firecrackers
- Flags, Lanterns
- Marbles, Tops
- Skipping Ropes
- Croquet
- Golf Goods, etc.



OTHER PERMANENT SAMPLE ROOMS:

56-58 Front St. West, Toronto, Ont.
74 St. Joseph St., Quebec, Que.
Sparks St., Ottawa, Ont.

---

4 STYLES — No. 9

THE AUER GASOLINE LAMP



No. 9,
200 Candle Power

Suitable for

STORE, RESIDENCE OR CHURCH.

The only Lamp on the Canadian market which is guaranteed not to clog, flicker or smell.

YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.

For Catalogues and Prices on Lamps, Mantles and Sundries, write

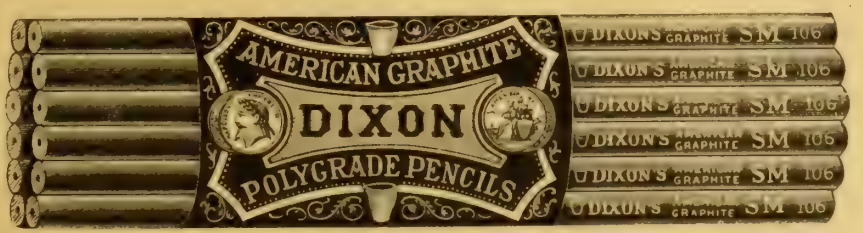
AUER LIGHT CO.

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

BOOKSELLER AND STATIONER

MARCH



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

BOOKS. STATIONERY. FANCY GOODS, ETC.

THE McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A. H. HOWARD - DESIGNER

OUR

Twenty-Third Import Season

OUR inaugural-twentieth century line of **Import Fancy Goods** Samples is now almost complete. The marked success with which our efforts were rewarded the past season has shown us that the trade appreciate only the **newest and latest designs,** and this year we have given our special attention to selecting only the

Season's Newest Novelties

FOR this reason we will be later than usual this year, but can promise an even more **Up-To-Date** line than ever.

◆

WE would not attempt to describe the immense variety, but would simply draw attention to a few of the special lines, which we will show in every conceivable size, style and price. The list includes :

Bon Bon Cases	Atomizers	Marble Ornaments
Jewel Cases	Statuary	Photo Albums
Fruit Stands	Clocks	Dressing Cases
Flower Stands	Candelabra	Photo Frames
Fern Pots	Fans	Paper Weights
Austrian Vases	Mirrors	Ash Trays
Crumb Trays	Plaques	Tobacco Jars
Table Bells	Purses	Work Sets

New Designs are apparent in all the different lines.

New Materials have been availed of by the world's best artisans to make these goods pleasing to the most fastidious taste.

You will be repaid by holding orders till our travellers call.

Warwick Bro's & Rutter

Importing Stationers — **Toronto**

George N. Morang & Company, Limited.

NAPOLEON: The Last Phase. By Lord Rosebery. Cloth, $2.00.

A fine edition of a very remarkable book.

THE MONTHLY REVIEW

"The best magazine in the world."

"The Monthly Review," which is published in England by John Murray and in Canada by George N. Morang & Company, Limited, is contributed to by the foremost writers on all the subjects of the day. Price, 50 cents per number. $5.00 per year.

THE GREAT BOER WAR

Of all the books that have appeared on the subject of the South African War, the above, by A. Conan Doyle, stands pre-eminent, and it has sold in advance of all others. Interesting, truthful, graphic and fearless. Cloth, with 5 maps, $1.50.

AN ENGLISHWOMAN'S LOVE LETTERS

This exceedingly popular book is the literary sensation of the day, and the way in which successive editions have been demanded by the public is sufficient evidence of the hold it has obtained. Cloth, $1.50; paper, 75c.

90 Wellington Street West - Toronto.

CASTELL BROTHERS

LIMITED

Wholesale Stationers,

LONDON, ENGLAND,

DESIRE TO INFORM THE CANADIAN TRADE THAT

Plashwater Weir Mill

registered as a trade mark for writing paper in Canada is their property.

Castell Brothers will institute legal proceedings against any firms, whether wholesalers or retailers, who infringe their rights by supplying paper with this title not emanating from their establishment. For the time being there is no Wholesale Agent appointed for the sale of this paper in Canada---it can at present only be procured from

Castell Brothers, Limited, London, England.

SAMPLES AND PRICES SENT ON APPLICATION.

Our Travellers Have Started Out For Business



WITH



Photograph Albums
Autograph Albums
Scrap Albums
Stamp Albums

Handkerchief and Glove Boxes
Collar and Cuff Boxes
Cigar and Cigarette Boxes
Fancy Boxes

NORTH

J. F. HUNTER

Representing

THE

COPP, CLARK COMPANY

LIMITED

64-66 Front Street West

Toronto, Ont.

WEST — J. W. BURNS, W. J. FOSDICK

EAST — J. T. SWIFT, W. C. BELL

R. J. PLASKETT

SOUTH

Smokers' Sets
Desk Novelties
Bronze Figures
Fancy Inks

Frames
Paper Knives
Paper Weights
Portfolios

With a Startling Line of Fancy Goods For Import.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, MARCH, 1901. No. 3.

TOPICS OF TRADE INTEREST.

Since our last issue there has been considerable discussion of the school book question, and the interview in these columns with the Ontario Minister of Education.

SCHOOL TEXT BOOK QUESTION.

His views were not definite enough to set aside the grievances of the trade, and, from the letters we have received, it looks as if the trade would want a more definite and systematic plan than the mere assurance of the Department that in future changes would be announced a sufficiently long time ahead.

But new interest has been aroused by the statement in the Legislature by the Minister, in replying to a question from Mr. Graham, of Brockville, that it was the intention of the Government to consider how far they could supply text books free to the school children of the Province to a modified degree at least.

Now, this startling departure in policy, if carried out, would be of far-reaching importance to the trade. Already the school boards in certain places have been taking the book business out of the hands of the regular trade, and giving the books to the children free. For a Province to do it on a large scale would be little short of a revolution. We consider the policy outlined to be objectionable and unbusinesslike in the last degree. We do not believe that the Ontario Government will carry it out, when once they fully consider it. The Minister's statement is more like a "feeler" thrown out to test opinion, and our advice to the trade is to protest strongly against any further socialistic invasion of the book trade by municipal or Provincial authorities.

THE BOOKSELLER AND STATIONER is informed that the Government have not yet seriously considered the question, or what part the wholesale or retail dealers would play in any suggested system of free books. In fact, we do not believe the thing would work at all. In every State of the American Union, except California, the free book idea has proved a failure, and in California they are very tired of it. It would not be in the interest of this Province to adopt it, and certainly it would not be in the interest of the trade. Because, no matter how little profit there may be in this branch of our business, it is a very proper part of a bookseller's dealings and its abolition would still further limit his sphere of profit.

***

A few letters received from vigorous and intelligent dealers will serve to show how opinion in the trade is tending. Some of these letters are private, and the writers merely state their views, not for publication, but as an evidence of their interest in the present discussion. A Hamilton correspondent writes: "So far as Hamtlton is concerned, I do not think that the school book trade is a very large factor in the sum total of the business of our booksellers, as the schools are well supplied by the board of education, and, outside of the firm that happens to get the contract, very little is done by local dealers. Personally I am not in favor of the Government supplying direct."

OPINIONS OF BOOKSELLERS.

Says another valued correspondent in Ontario in the course of a letter: "Every dealer can tell you that the holidays in the schools make a very considerable difference in the amount of business done by them. The daily sales of the average dealer in the bookselling business are much smaller than in many other lines of trade, and every dollar's worth of business lost is all the more felt by him, and the expenses are just the same, school books or no school books. In the majority of book and stationery stores after New Years, during the slack season of the Winter months, and again in September and October, were it not for the school trade the amount of business done would be very much less than it is. If the Government carry out the idea of free text books for all public and separate school pupils, they are going to give another hard blow to a very large number of business men and women throughout the Province, who are being for many reasons hard enough pressed. For I do not think that there is another line of business that is being so badly cut into as the book and stationery and fancy goods business. And free school books would be an injury to the dealers without being a corresponding amount of benefit to the people generally. The Government could please the people just about as well if they were to make fewer changes in the school books, both for the public and high schools. Let them authorize the best books that they can get for the schools all through, and then allow them to run as they used to do years ago. I know that when I started in business the same books would do for one child after another of a family as they went through school, but of late years a pupil will have to make two or three changes before he gets through, and I know

that some of our most successful teachers of to day are those who went through in those days when there were fewer changes in school books."

***

Mr. G. B. Salmond, of Brantford, writes: "I do not consider the remarks of the Minister of Education in regard to notice of change in text books as sufficiently explicit to be satisfactory to dealers in school books. In regard to the new text book policy, I certainly think it would be a misfortune to do away with the school book trade altogether by supplying free books to the pupils of the public and separate schools. The profits on the school book trade are considerable, and might be made more so by dealers receiving notice in time of any changes that are to take place. Speaking for myself, I may say that my public school trade does not bulk very largely in private sales as the city schools here are supplied by contract. Still, I have a large country trade in school books, and I also sell a great many high school books. It is in the latter that the losses occur, for I have in stock probably twice as many discarded high school books as I have of those in use, and when a change is contemplated at the beginning of a term, say, September, I think the dealer ought to know of it in time to allow him to dispose of his present stock before the end of June. As it is now I frequently discover to my loss and chagrin, that I may have bought quite freely of a certain text book when the students come in for a new one which is to supplant the old one, and which the teacher told them to purchase.

"These are my views very briefly. I am glad you have taken the matter up and will watch THE BOOKSELLER AND STATIONER for further news."

***

Says Mr. Charles L. Nelles, of Guelph: "Re the school book question and the promises of the Department giving reasonable notice of changes. I do not see any satisfactory way to do this and it would be a great tax on the memory of the average dealer to retain for six months or a year the knowledge that some book would change on July 1. Speaking fairly, I have not yet seen any solution better than my own as given to you some weeks ago. As for the Government supplying text books free to the pupils, I should like first to have some idea as to the method proposed before offering an opinion on it, but can say this, that at present, owing to discounts and cut rates, I would not object to giving up the business if the Government would purchase the books on my shelves."

***

The opinion of Mr. D. W. Bixby, St. Catharines, is: "I do not think it would make a great deal of difference in my business if the books were supplied to the public school scholars by the Government, as there is not much money in them even when full price is received. But when, as some of the dealers have done, you have to sell them at a discount of 20 per cent. we might as well be without them. It would be all right, however, to supply high school books, as they are changed so often that we lose greatly by having some left over."

***

Writes Mr. A. H. Alexander, of Stratford: "The public schools here are already supplied entirely with text books and other material and the separate schools partially so by their respective boards. This being the case, the system proposed by the Government of furnishing free text books to public and separate schools would affect dealers here very little. At the same time, the furnishing books free by Government or boards has materially reduced the booksellers' profits."

***

Mr. Walter Scott, Barrie, says: "In almost every case it is possible for the Minister of Education to give definite information re changes in text books. All changes should date from August 1, and at least one year's notice be given to the trade through trade journals or daily papers.

"As to the Government supplying free text books, the booksellers of Ontario should certainly object. Although the profits on text books may not be as important as on some other lines, however, the average bookseller depends more or less on this trade for nine months of the year. It is also possible that the generous (?) Government would add to free list sooner or later scribblers, exercise books, maps, globes, etc., and everything else used in public schools. There are more children kept away from school for want of proper clothing than for want of text books. Why not add shoes and clothing to the free list?"

Mr. Scott is quite right. There is no difference, in principle, between supplying free books and free boots. As the amount of common sense in the average school board which supplies free books is small, one can hardly wonder at their taking up this or any other socialistic fad. But of the Government of Ontario we expect better things.

***

TO AVOID CUT PRICES.

The plan adopted by the American Publishers' Association to prevent the cutting of prices on books has been in a measure tried by Messrs. Harper & Bros., New York, and the trade generally have received their method of handling the books with much satisfaction.

The books will all be sold on a net basis, with a discount of 25 per cent. This matter of discounts has, however, been left to the individual publishing houses. Books will be sold only to those who maintain prices on books for one year.

This will not allow the department stores to carry on the wholesale system of cutting heretofore indulged in; but, as it is left to each publisher to decide whether he places fiction on this net basis or not, it is likely that a good deal of it will be sold in the old way; and, as it is on works of fiction that the greatest underselling has been done, the publishers' plan will be to an extent ineffectual. It is likely, however, that books of fiction will be gradually added to the list

(Continued on page 22.)

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - - 232 McGill Street, Telephone 1255.
TORONTO - - - - - - 10 Front Street East, Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C., J. M. McKim.
MANCHESTER, ENG. - - - 18 St Ann Street. H. S. Ashburner,
WINNIPEG - - - - Western Canada Block. J. J. Roberts.
ST. JOHN, N. B. - - - No. 3 Market Whar', J. Hunter White,
NEW YORK. - - - - - - 176 E. 88th Street.

Subscriptions, Canada and United States...$1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address { Adscript, London. Adscript, Canada.

BOOKS AND PERIODICALS.

WM. BRIGG'S NEW BOOKS. William Briggs is this month placing on the market a work entitled "The Private Life of King Edward VII.," by a member of the Royal Household. The book affords a vivid picture of the personality of the King. His life at Sandringham and Marlborough House, his relations with the Church and the arts, his travels, his personal habits, and all the varied phases of his life are brought before the reader. The man himself is presented in a book of singular interest.

A popular life of the late Queen, entitled "Queen Victoria : Scenes from Her Life and Reign," by G. A. Henty, the famous writer of boys' books, has just been issued in a well-printed, freely illustrated and tastefully bound edition, selling at 50c.

A new popular collection of Gospel hymns, entitled "Songs of the Living Way," a book of unusual merit, has just been published. It is compiled by Evangelist E. L. Hyde, assisted by Professor Wm. J. Kirkpatrick and Dr. H. L. Gilmour. All three names give guarantee that the book will contain nothing that is not good.

Mr. J. M. Whyte, the well-known Canadian singing evangelist, is having a new collection of his songs published, with the timely title of "Battle Songs of the Cross." Mr. Whyte's previous books have all had a very large sale. He expects this new one will be one of the best selling of the lot, if not the best.

The Canadian edition of Donald Macdonald's "How We Kept the Flag Flying" will be placed on the market this month. This is one of the best of the many books on the Transvaal War, and is creating much attention. The first American edition sold out very quickly. The author was the war correspondent of The Melbourne Argus. Since his return from the front all Australia has flocked to hear his lectures. The cold details of facts so pronounced in the work of most correspondents are by Mr. Macdonald invested with the glamor of realism. By graphic writing and brilliant and humorous anecdote the reader is carried outside himself, and seems in fancy to be an eye-witness of the whole thing. It is doubtful if a more satisfying history of the siege of Ladysmith will ever be written.

Rev. John McDougall, the well-known Northwest missionary, author of an admirable series of volumes on his early experiences in the West, "Forest, Lake and Prairie," "Pathfinding on Plain and Prairie," etc , is now in Great Britain on a lecturing tour.

MORANG & CO.'S LIST. The large sale and cordial encouragement accorded to Col. Denison's "Soldiering in Canada" is a remarkable testimony to an interesting book which has appealed not only to military circles but to the public at large. The interesting records of the past which it contains and the inside view it gives of many events, both political and military, give it a great hold on readers. The publishers announce a paper edition at 75c., which, no doubt, will be a successful seller during the coming Summer and a safe thing to order.

Considering the emphatic way Col. Denison calls a spade a spade, especially in a military sense, the favor with which it has been received in England, even by the service organs, is somewhat surprising and significant. It probably shows a certain willingness of attitude in the acceptance of criticism which is the outcome of the recent awakening that military officialdom has had.

The "Englishwoman's Love Letters" has been a good seller, and Mr. Morang has just issued a paper edition. Probably no book of recent years has created a greater amount of discussion and elicited a wider variety of opinions. The utter unreserve with which it depicts the passionate experiences of the early days of a courtship has doubtless been the secret of its "vogue." The undeniable cleverness displayed in its pages adds to its charm. The paper edition will surely have a great run for Summer reading.

The magnificent edition of Lord Rosebery's "Napoleon," which Morang & Co. have issued at $2, has aroused a pleasing surprise amongst book-buyers, that so fine a piece of bookmaking can be sold at the price. Its large paper, beautiful typography and excellent binding make it a marvel of cheapness. In appearance it resembles the English rather than the American edition.

Among all the books on the Boer War, Conan Doyle's has taken the lead in Canada. Its popularity appears to be on the increase even now when it has been for some months on the market. The sincerity of the writer and the succinct account of the various engagements it narrates, with its admirable maps, make it a useful work of reference as well as a good piece of historical literature.

THE COPP, CLARK CO.'S LIST. The Copp, Clark Co. will have a number of important books in the Spring, among the first to appear being "Pro Patria," by Max Pemberton; "The Helmet of Navarre," by Bertha Runkle, and the eagerly awaited "Crisis," by Winston Churchill — we nearly said : by Richard Carvel, so lost has the author been in his own book. Very few novels have reached such a height in point of sales as "Richard Carvel" ; 370,000 copies are sufficient to submerge for a time the most extraordinary author. The illustrations for "The Crisis" are being done by Howard Chandler Christy, and they are to be of great excellence, which is one of the reasons publication has been delayed.

"The Helmet of Navarre" is now running in The Century Magazine, and will appear in book form about May 1 in Canada, the United States and England simultaneously. Miss Bertha Runkle is the youngest of the American authors whose pens have made them famous within the past few years. When she wrote "The Helmet of Navarre" she was little more than twenty years of age, yet the manuscript of her romance was read with enthusiasm by the editors of The Century, and has attracted wider and more favorable attention than any other story that has ever appeared serially in that magazine.

"Pro Patria" may be expected about the end of March, and any one who has read "Feo," by Max Pemberton, will be eager to read his latest novel. This story has a military and scientific trend, and is deeply interesting, apart from the love story which in itself is charming.

The Copp, Clark Co. will have also "Her Mountain Lover," by Hamlin Garland. The theme of this story is the invasion of London by a Colorado cow-puncher for the purpose of selling a gold mine.

More praises for Maurice Hewlett's "Richard Yea-and Nay" : "At last we have a fine writer of romance," Frederic Harrison in The Fortnightly Review. "A book that stirs one like a trumpet," New York Herald. "It cannot fail to delight the reader," Philadelphia Press. "Grandly romantic, colossal, enthralling," Boston Journal. "One cannot afford not to read it," Inter-Ocean, Chicago. "Mr. Hewlett has produced a masterpiece," New York Sun. This book is already in its 45th thousand, and the sales are growing daily.

A new Canadian edition of "In the Palace of the King" was recently issued.

BOOKS AND PERIODICALS—Continued.

This is another of the Copp, Clark Co.'s books which have been selling rapidly; and it is now in its 100th thousand. We said in a former issue of THE BOOKSELLER AND STATIONER that the novel was intensely dramatic. It has proved a great success dramatized; and with Viola Allen as Dolores de Mendoza crowded houses have been swayed nightly in New York by this magnificent production.

The Copp, Clark Co. are fortunate in being able to announce a Canadian edition of Mr. Holmes' "Life of the Queen," to retail at $2. The first edition of this book appeared a year or two ago, and Mr. Holmes, who is librarian at Windsor, had the good fortune to verify many of his facts by reference to the Queen herself. The portion relating to her early life is, therefore, attractive in every detail. The new edition narrates the death and funeral ceremonies of the late Sovereign, and the accession of King Edward.

"The Devil's Plough" is another novel just issued from the same presses. It is by Anna Farquhar, and is a lively and engaging historical tale of France in the days of Mazarin. The central figure is Father Gaston L'Artanges, a Jesuit father, and the life of the court is a background for his striking character.

W. J. GAGE & CO.'S SPRING LIST.

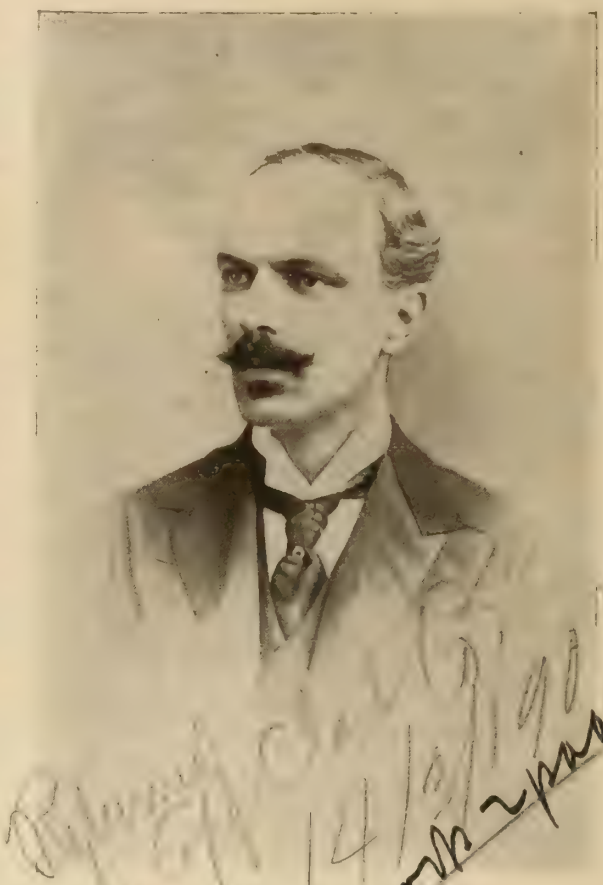
W. J. Gage & Co. have arranged to issue a number of strong books for the Spring season and commence their new list with Mrs. Dudeney's "The Third Floor," a clever story of London life of the present day. Mrs. Dudeney achieved marked success with her former books, "Folly Corner," etc. Her style is refreshing and interesting, her characters life-like and well developed, and the heroine of "The Third Floor" excells her most popular character sketches in former works.

"On Peter's Island," by A. R. Roper, is a fascinating story of Russia with sufficient adventure and political intrigue to satisfy the most exacting reader. The book is very strong in dramatic situations and another Canadian has developed into a very successful writer.

Mr. Zangwill's books may not have an enormous boom on the day of publication, but the steady sale of his "Mantle of Elijah" is evidence that he has a large following. His works have depth and purpose and his style is equalled by very few of his contemporaries. These rare qualities enhance the value of anything from his pen and explain the great demand for all his books when many popular books are forgotten.

John Uri Lloyd is evidently to achieve as great a success in fiction as in chemistry. His "Stringtown on the Pike" is in its 50th thousand and is now being dramatized.

"A Kings' Pawn," by Hamilton Drummond, has had a remarkable sale in the United States. The first edition was exhausted by the orders from New York dealers alone. The second edition was sold on publication and a third edition is in preparation. In the United States it is published at $1.50. Canada is favored with a handsome paper edition at 50c., and cloth edition at $1.



MR. MAURICE HEWLETT,
Author of "The Forest Lovers" and "Richard Yea-and-Nay."

REVELL CO.'S NEW BOOKS.

Dr. Susie G. Rynhart has written, and the Revell press will shortly issue, with many original drawings and illustrations, "Journey Across China into Tibet, with the Tibetans in Tent and Temple." This noted missionary made the journey with her husband and son, and the privations and sufferings they went through make up an absorbing narrative.

Another forthcoming book from Revell's is Dr. Albert Louis Banks's "Unused Rainbows." It contains a remarkable series of prayer meeting talk, which are practical and powerful, and of value for class work as well as individual reading.

A book with a startling title is R. P. Kerr, D.D.'s, "Will the World Outgrow Christianity?" It is a volume of sermons, earnest, vigorous and able, dealing with the very latest questions in the religious and moral arena.

Mention has already been made briefly of Carnegie Simpson's "The Fact of Christ," just issued by the Revell Co. It is a book to put in the hands of people of a sceptical turn of mind. Mrs. Carus-Wilson's biography of "Irene Petrie," the Kashmir missionary, is a scholarly and vivid piece of work in missionary literature."

PUBLISHERS' SYNDICATE'S BOOKS.

In may safely be said that no short novel of recent date has made a hit equal to "Monsieur Beaucaire," the story by Booth Tarkington recently issued by The Publishers' Syndicate, Limited, 7 and 9 King street east, Toronto. So bright is it, so vivacious, so vivid, that everyone who reads it instinctively refers to it, quotes from it, or tells his friends about it. That is why its sale has gone up to 47,000 in the United States since its recent issue in book form. It is in every sense an attractive volume, neatly bound, well printed, beautifully illustrated and containing a fascinating and delightful story. The reviewers have treated "Monsieur Beaucaire" generously, and have had nothing but good to say of him. He has sprung into the first rank of popular favorites and will certainly prove a leader among the literary heroes of the year.

Among the epistolary writings of the English language there is no purer classic than the "Love Letters of Dorothy Osborn to Sir William Temple." These famous letters, so quaint in their style and so remarkable in their excellence have just been issued in a new edition by The Publishers' Syndicate, Limited, from whom they may be secured by the trade. The Osborn letters are so celebrated as to need no introduction to the public. The recent revival of interest in epistolary literature has done a good service in again bringing this correspondence to the front, and the volume will, without doubt, be warmly welcomed by the public.

The "Message of the Bible" series now being issued under the editorship of Prof. Sanders and Kent has made for itself an established place in the field of religious literature. The fifth volume of the series is now about ready for issue, and will be

March Money-Makers

The Cardinal's Rose.

By VAN TASSEL SUTPHEN.

Paper, 75c.; Cloth, $1.25.

"This is a very ingenious and interesting tale of adventure and romance. The Cardinal's rose is a ruby of immense size and value which has been stolen. The tale consists of a narrative of how a New York editor crossed the ocean and started to find the gem."—Free Press, Manitoba.

Lords of the North.

By A. C. LAUT.

Paper, 75c.; Cloth, $1.25.

St. John Gazette:

"A novel of great brilliancy and power."

Toronto Daily Star:

"Looks very much like the great Canadian novel we have been expecting . . . . No better picture of the voyageur is extant."

Trinity Bells.

By AMELIA BARR.

Cloth, $1.50.

Philadelphia Ledger:

"'Trinity Bells' is a romance of old New York, when the chimes of Trinity Church steeple could be heard in every part of the young settlement. The story is a charming picture of life in the early days of the State, painted with Mrs. Barr's subtle power and delicacy."

Alice of Old Vincennes.

By MAURICE THOMPSON.

Paper, 75c.; Cloth, $1.25.

The Churchman:

"We are a little cautious about superlatives, and yet we are really inclined to think that in 'Alice of Old Vincennes' Mr. Maurice Thompson has touched the high-water mark of the present romantic tide in America."

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Standard Commercial Works.

Matte's Interest Tables,

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum. by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $9.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace: for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 11¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables. by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.: by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*: by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 16 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

TO BE PUBLISHED IN MARCH

THE THIRD FLOOR

BY MRS. DUDENEY

Paper, 75c., - Cloth, $1.25.

A clever story of London life of the present day, by the author of "Folly Corner," etc. The heroine is a charming and natural girl, and the principal characters who influence her fate are described in a vivid and striking style.

Mrs. Dudeney did good work in her former books, but her latest work evidences a more finished style and a more fascinating story.

W. J. GAGE & CO.

Limited

TORONTO.

"A CANADIAN VOLUNTEER."

The Popular New Song.

Sung with great success by HARRY M BENNETT, Toronto, and by MISS LYNDALE ALLISON, of the "Humpty Dumpty" Company, at the Toronto Opera House, and the Grand Opera House, Hamilton. Endorsed by the leading vocalists. MISS JESSIE N. MACLACHLAN, the famous Scotch Prima Donna, writes: "'A Canadian Volunteer' I consider an excellent song." Golden-voiced AL. H. WILSON, of the "Watch-on-the-Rhine" Company, also writes: "Your Song is very good indeed." Advertised extensively. Prices, to music dealers and booksellers, 4 copies 55c., 1 dozen $1.60, postpaid (words and music). Specimen copy 11c., postpaid, to be obtained from the compose.

ARTHUR B. MATHEWS,

241 Wellington Street West . . . TORONTO.

N.B.—Unsold copies taken back at trade prices

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

BOOKS AND PERIODICALS—Continued.

published within a few days by The Publishers' Syndicate, Limited. The title of this book is "The Messages of Jesus according to the Synoptists," and its author is Prof. Thomas C. Hall, of Union Theological Seminary.

Much interest has been evinced in the forthcoming novel by Mr. F. Clifford Smith, which will shortly be issued by The Publishers' Syndicate. "A Daughter of Patricians," as the story is called, is essentially a Canadian novel and yet will enlist support on far wider grounds than that. It is a fine story, vividly told and interesting to a degree, while it has also the merit of possessing an underlying thought. It seeks to trace the influence of music on the human mind, and the instance of how by means of music mental balance may be restored is especially interesting. Not less remarkable is the fact that the plot of the story hinges on a condition of affairs which has, since the book went to press, been accurately reproduced in the circumstances of the well-known Delpit marriage case.

Hamilton Drummond's new story "The Seven Houses" will shortly be issued by The Publishers' Syndicate, Limited. It is the best thing Drummond has yet done, and may be counted among the foremost of contemporary romantic novels.

MORANG'S EDUCATIONAL BOOKS.

The new text-books for schools issued by Morang & Co. are attracting wide attention both in school and trade circles. The "Modern Phonic Primer" (12c.) with 70 colored pictures, and a word arrangement based on modern principles is praised by every teacher to whom it has been shown. Testimonials from the leading inspectors of public schools in various countries are couched in the highest terms.

Among Morang's other text-books are several for the classical course. These include: "Cæsar," Books IV. and V., with maps, illustrations, notes, vocabulary and exercises for retranslation, by Prof. Grant, M.A., of Upper Canada College (35c.); "Cornelius Nepos," select lives, with maps, notes, vocabulary, etc. (35c); "Xenophon's Anabasis," Book I., with maps, plans, notes, etc. (35c.); and (at once) "Virgil's Æneid," Book II., with illustrations, notes, etc. (35c.). All these are new works, not new issues of old ones. The etymological and other work is, therefore, strictly down to date. The books, too, are well printed and neatly bound.

In English literature and grammar the following books are issued: Scott's "Lay" with Rolfe's notes, cloth, 240 pp. (50c.); the same with introduction and notes for young students, cloth, 244 pp. (30c.); Milton's "Paradise Lost," book, with notes, etc., by F. Gorse, M.A. (35c.); Shakespere's "Merchant of Venice" and "Richard II." (two books at 35c. each) with notes in each case by H. L. Withers, B.A., and Dr. C. H. Herford.

It will be noted that the editors of these various editions are authorities in their own departments, a fact which adds much to the value of the books in school use.

Reference has once before been made in this column to the very complete treatise on our language issued by Morang & Co. and called "A Modern English Grammar," by H. G. Buehler. This is a very able work, and is so designated by a number of Canadian educationists. A supplementary chapter on the history of the language is being added by Prof. Edgar, of Victoria College, Toronto.

Specimens of any of these books will be sent free to the trade on application.

MAURICE HEWLETT.

I.

[After Reading His "Richard Yea-and-Nay."]

We leap into the saddle, grip the reins,
And kiss the velvet flank with golden spur,
And then, like great, lost winds, we rush with her,
The fair Jehane, through lawless war's domains!
Here's love, with bloody tears, that groans and strains:
Here's valor, that the soul's foundations stir;
Here's sacrifice, that life's prized windows blur,
As we ride over Saladin's wide plains!

We hear the swish of twice ten thousand blades;
We feel the hurricane of Norman wrath·
We see the English wolves at Moslem throats!
And then we dream of far-off Norman glades,
And walk with love along the primrose path,
As Richard's song above the tower floats!

II.

Ye novelists of Britain, hide your heads!
Back to the woods, with large but nimble feet!
For here's your master swinging down the street,
With sword in hand, to cut your fame to shreds!
Back to your caves! and into your straw beds!
And nevermore upon this planet bleat!
Content your stomachs now with uncooked meat:
The banquet hall's for him whom genius weds!

Ye write with pens; this New Man with a sword;
Ye write with ink: and he with blood and tears;
Ye from the head: and he from the head and heart!
He fronts his work like Richard, his great lord,
Or like a god who rules starred hemispheres.
And not like greedy traders in a mart!

—JOHN ERNEST M'CANN, in The Times Saturday Review.
February 16, 1901.

The pioneer firm in the wholesale and retail book and stationery business in the city of Quebec is that of J. P. Dery & Fils. The business was established in 1872 and has grown to large proportions, its representatives covering the Provinces of Quebec and New Brunswick and Gaspe district.

THE MONTREAL TRADE.

Books That Sell — London Periodicals—Displays in the Window.

From BOOKSELLER AND STATIONERS' Special Correspondent.

MONTREAL, March 4.

FEBRUARY was stock-taking month, and the book publishers seem to have decided that they will not interrupt the bookseller in his annual task. New books continue to be scarce. A few publications of minor importance have been issued through the month, but not one of these has created a stir. The best selling book continues to be Zangwill's "Mantle of Elijah," which is still in fairly good demand. "An English Woman's Love Letters" was originally intended to be the book of the season, but its star of popularity has sadly waned. Although there are still those who are curious enough to explore its passions, it finds few admirers, but a book wanting admirers must also want a large sale. "Eleanor," by Mrs. Humphrey Ward, is another one of those books whose sale has dropped off. Conan Doyle's "Boer War," and Rosebery's "Napoleon" are still being called for, and are two of the best sellers on the market to-day. "The Duke," by Clouston, and "Rule with a Difference," by Rose Carey, are selling steadily.

As for new books, the most important is, perhaps, "Peccavi," by E. W. Hornung. Then there are "A Missing Hero," by Mrs. Alexander; "As a Watch in the Night," by Mrs. Campbell-Praed, and "The Cardinal's Rose" (Harper's, cloth), by Van Tassel Sutphen. "My New Curate," by Sheehan, published in cloth, is another late production that seems to be taking fairly well.

The chief interest of the month seems to have hung around the special numbers of the leading English periodicals. The demand has not yet been supplied, but it is likely that further supplies will be forthcoming. Dealers are now taking orders for the Record number of The Illustrated London News, which will be out about April 15. There seems to be some uncertainty about the price; most dealers quote $1.50, while others fail to see how it can be sold under $2. The demand will most certainly be heavy. During the first few days after its arrival the Funeral number sold at $1, but the price dropped, one dull morning, to 75c.

F. E. Grafton & Sons are making extensive changes in their store on St. James street. A partition is being run down the centre of the store, and the book business will be confined to the western half. This will make the store more compact, and it

TWO FAST-SELLING BOOKS.

Love-Letters of Dorothy Osborne to Sir William Temple

A.D. 1652-54.

Edited by Edward Abbott Parry, with two portraits.

The revival of interest in epistolary literature has led to the publishing of a new edition of these letters, so famous as among the most perfect classics of English literature. The volume has been issued in excellent form, and the book, with its quaint and delightful references, its delicacy and unfailing charm, is sure of a ready welcome.

8vo, Boards, Paper Label, Uncut, $1.25.

MONSIEUR BEAUCAIRE.



By Booth Tarkington,

Author of "The Gentleman from Indiana."

A story which will rank high among the classics of shorter English fiction.

"The very flower of romance."—St. Paul Despatch.

"One of the most delightful books I ever read."—Rev. Prof. Clark, Trinity College.

"A most perfect little piece of fiction."—Mail and Empire.

"Fresh and buoyant writing."—New York Times.

"A perfect gem is this little story."—Toronto Star.

"The imagination is wholly captured."—Globe.

Cloth, 12mo, Illustrated in two colors, $1.00 net.

READY IN A FEW DAYS: **The Messages of Jesus According to the Synoptists,** by Prof. Thomas C. Hall, of Union Theological Seminary, being the fifth volume issued of the well-known series of The Messages of the Bible, edited by Profs. Sanders and Kent. Square, 16mo, net, $1.25.

SEND FOR NEW LIST OF OUR OWN PUBLICATIONS. LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited

7 and 9 King St. East, TORONTO.

ought to be a pleasant haunting-place for book-lovers.

The bookstore windows have been very attractive throughout the past month, and the dealers might learn a profitable lesson from the success they have had. The memorial numbers of the different papers have been opened up and the large drawings displayed to an appreciative public. Crowds stood around the windows, and the merchants report a good resultant trade. Could not more of this window dressing be done? There is nothing that will arrest the gaze of a passer-by more successfully than a picture—a good picture. The drawings in the London periodicals are always interesting, and a display of two or three of these drawings every week cannot but produce a big subscription list. But the end is not yet. In the same window are books whose titles will come before the readers' eyes, and it would be folly to suppose that trade in books would not result. A window of books is the best advertisement a bookseller can have, and the more it is read the more valuable it will be to him. Pictures out of periodicals or others that are that are creations of a hgher art will suffice to draw attention to this advertisement. F. E. Grafton & Sons have grasped the situation. Last Fall, they had a beautiful picture of Ruth in the window. During the last two weeks, they have shown some original sketches of their collection of Life's drawings. E.H.C.

STATIONERS IN SOCIAL MEETING.

A VERY pleasing event took place on Saturday evening, March 2, in Webb's restaurant, Toronto, when the staff of Warwick Bros. & Rutter met together at a banquet tendered to the accountant of the firm, Mr. Geo. R. Austin, who this year completes a term of 30 years' service in that house.

About 30 were present, most of them being members of Warwick Bros. & Rutter's staff. A few outsiders were also invited.

The occasion was all the more enjoyed since Mr. Austin was not aware that he was the guest of the evening, until Mr. Bryant presented him, on behalf of the staff with a gold watch, and, in a few words, explained to him the reason of the presentation, the good feeling and esteem which all members of the staff held for him.

Mr. Austin, in a happy reply, spoke of his 30 years' service in the company, and referred to many who had been associated with him in the past, who were now well known in the trade. Among those he mentioned were: D. W. Bixbee, St. Catharines; E. L. Christie, Brandon, Man.; James Linton, Calgary; Jas. Thomson, Vancouver; W. P. Ryrie, of The Ryrie Paper Co., and Sam Lowery, Petrolea.

Speeches were also made by Messrs. A. O. Hurst, who was chairman of the evening, N. A. Sinclair, W. Mowat, E. T. Wingate, C. C. Pearson, the Montreal representative of the firm, and E. J. Hathaway, the last mentioned of whom gave a brief but interesting review of the history of the house, which had now reached its 50th anniversary.

The evening was made still more enjoyable by several vocal selections by Mr. T. S. Cockburn, of Chas. Goodall & Sons. Others who entertained the company by music or humorous stories were: Mr. Harry Lloyd, of the Imperial Bank; Mr. W. Woods, the firm's Western Ontario traveller; Mr. Blackburn, and Mr. Scott, of of The National Cash Register Co.

R. D. Richardson & Co., wholesale and retail stationers, Winnipeg, have moved to larger premises, and the name of W. A. Bishop, who has been with the firm, is now incorporated in its name, the style being Richardson & Bishop.

AN EXPANDING PORT ARTHUR BUSINESS.

THERE is just being added to Mr. J. L. Meikle's extensive retail book, stationery and fancy goods business in Port Arthur, Ont., a wholesale department, and an illustration of the building is given in this issue of BOOKSELLER AND STATIONER.

The history of Mr. Meikle's business is interesting and instructive. In 1882 he started a book, stationery and fancy goods and musical instrument business in a small way on South Water street. It was the first store of its kind in the district.

After conducting this store for some time he removed to Cumberland street, and not long after he built the store now known as the Bazaar, which is the largest book, stationery, fancy goods and musical instrument house in Western Canada. Three years ago his trade had grown to such proportions that it became necessary to double the store accommodation by taking in another flat. Mr. Meikle, watching the gradual growth of the Algoma District, as well as its contiguity to Manitoba, the Northwest and British Columbia, the number of steamships and railways centering considerable of their business in Port Arthur, decided that the time had come to start a wholesale branch. Having secured satisfactory freight rates, he at once started to build a large four-storey, solid brick and stone warehouse, which he intends to stock with full lines of fine china, smallwares, high-class fancy goods and musical instruments. This business will be opened and travellers on the road about May 15 next. In the middle of February Mr. Meikle left Port Arthur for Europe to visit the different foreign markets and purchase stock for the new warehouse.



J. L. Meikle & Co.'s New Wholesale Warehouse, Port Arthur, Ont.

Mr. Meikle's career has been remarkably successful, and he is regarded as the type of a hardworking, respected and honorable man. He has filled prominent positions in the Port Arthur town council, high school board, park commission, etc., has a beautiful home overlooking Thunder Bay, and is noted for his benevolence to the poor and liberality of view toward all Christain denominations.

POINTERS FOR PROGRESSIVE DEALERS.

IT is a very necessary part of building up a good business that the store windows should be neat and attractive, but dealers should not rest here. The interior of the store also demands great care, and if it is true, as some stationers say, that "whatever is placed in the window sells," it follows that goods displayed well inside the store will also effect sales by themselves, for a customer is always more in the buying mood inside the store than outside.

No stock is more suitable for the decoration of a store than that carried by the dealer in stationery, who is also, in nine cases out of ten, a dealer in fancy goods in a large or small way. He may not be able to drape his windows like the dry goods merchant, or fill them as easily as the grocer, for the stationer's class of goods does not lend itself toward this kind of display so well, but his fancy goods will make his counters and showcases more attractive, and his books, pictures, etc., will decorate his shelves and walls better than any other kind of stock.

Such fancy goods as statuettes, vases, etc., are best displayed on small fancy stands, separately, instead of together on one table. The most attractive of them should be picked out and displayed in this way, a method that has the advantage of frequently selling the stands as well as what is shown on them. In this way, too, the sides of the store may be filled up without the necessity of strewing goods along the floor, where they are often in danger of being broken. Care must be taken, however, in using these separate stands that they are not placed in the way of customers, or the double disadvantage of inconveniencing the buyer and placing the stands where they are liable to be knocked over will occur.

Again, if it is intended to exhibit both stand and contents, a proper regard should be shown in suiting the stands to the goods and the reverse. Bronze statuettes look out of place on white fluted stands, and white casts on wooden stands lose much of the

attractiveness that they would possess if mounted upon plaster of paris stands or something similar, though many dealers lose sight of these points, and frequently show certain handsome goods in a connection that prevents them from making the display they otherwise would.

The display of goods in the store should be changed frequently, perhaps not so often as the window displays, but often enough so that the regular customer will not see the same goods on show for a couple of weeks and become used to them. Frequently merely changing the place of the goods gives a much different appearance to the store, when nothing new is added to the display whatever.

An American stationer, who is famous for his window displays, writes to an exchange concerning his methods in trim ming. He makes all his foundations of old boxes, and covers them with cheesecloth. He buys this in different colors, and when they have become soiled from continual use in the windows they are boiled. Some of the colors come out, but a few cents worth of "Diamond" dyes make them any color desired. Old cheesecloth is never thrown away, and small purchases at different times are not felt, and furnish him with a supply that can be put to great use in window dressing.

The English illustrated papers are being bought in large quantities. Those who prepared for this are being repaid for their business foresight. They are shown in windows, opened at different places so as to show the nature of the contents. Probably it is not wise to show too many copies of the same paper, all opened at different places. A prominent dealer who does this admits that there is a good deal of "free reading" in it, and that some people would be satisfied with what they could see in this way, but there were not many like that. Most people would be influenced to get a copy for themselves for preserving.

C. G. H.

The "Days of Delight" calendar for 1901 is the name of one of the prettiest and most artistic calendars of the season, which has been designed by Frances Brundage and issued with the compliments of The Barber & Ellis Co., Limited, Toronto. It consists of six pages with the calendars for the different months printed in gold and colors. The designs are excellent, and the color work and embossing with which each page is adorned represent some very fine work. The Barber & Ellis Co. have shown their usual spirit of progressiveness in issuing this calendar.

THREE GOOD SELLING BOOKS

PROF. GEO. ADAM SMITH.

Modern Criticism and the Preaching of the Old Testament.

Being the Yale Lectures on Preaching. By Professor George Adam Smith, D.D., LL.D. **$1.50.**

DR. NEWELL DWIGHT HILLIS.

The Influence of Christ in Modern Life.

A Study of the New Problems of the Church in American Society. By Newell Dwight Hillis, D.D., Pastor of the Plymouth Church, Brooklyn. Crown, 8vo, cloth, gilt top, - - **$1.50.**

"One can scarcely read the words of Dr. Hillis, with their beauty and passion, and their sublime confidence in the triumph of truth, without being braced for the battle that is waging around us. What the world needs is not a false gospel of despair, but one vibrant with hope and confidence in God and Christ, which shall send men into the fight with unfainting hearts." —Westminster.

"There is in the author's style a sparkle of imagination, and a finish and compactness of construction that makes every sentence glitter like a gem."—Christian Intelligencer.

"It reads like a story, and yet each chapter is full of truth and each page an inspiration." —C. C. Wylie, in Presbyterian Review.

Pandita Ramabai.

The story of Her Life by **Helen S. Dyer.** 12mo, cloth, fully illustrated, - - **$1.00.**

This book contains the marvelous story of the great work accomplished by an Indian widow, an emancipated member of a class of women held in the bondage of idolatry and superstition for ages. Ramabai, having found light, liberty and salvation for herself, seeks the same for her fellow-widows, her race and her country.

FLEMING H. REVELL COMPANY,

Also at CHICAGO and NEW YORK. 154 Yonge St., TORONTO.

Gold Medals, Paris, 1878:1889.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

PIRIE'S

Antique Parchment Note Paper and Envelopes.

THE MOST HIGH-CLASS STATIONERY IN THE WORLD.

Stocks kept by all first-class houses throughout the Dominion.

Sole Manufacturers

ALEX. PIRIE & SONS

LIMITED

ABERDEEN, SCOTLAND.

AGENTS WANTED.

WANTED—Agents for a firm of English Manufacturers of Albums, Scrapbooks, Fancy Leather Goods, etc. Applications in the first instance to be addressed to Box 44, care BOOKSELLER AND STATIONER, Toronto.

Stationery and Book Business For Sale

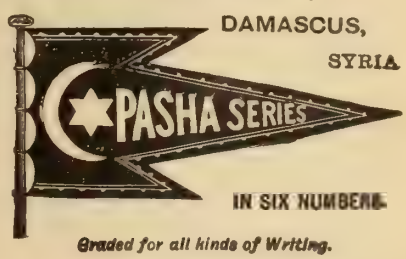
in the City of Winnipeg. An exceptional opportunity for a pushing man. Stock new and well assorted. Can be had on favorable terms. Apply to

RICHARD TEW

23 Scott Street, TORONTO.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter

TORONTO

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of February, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11949. Canada Our Nation. Words by Mrs. R. P. Hooper. Music by John A. Stokes. John A. Stokes, Toronto.

11950. Officers Strathcona Horse. Photo No. 30. Henry Dunsford, Montreal.

11951. Neptune's Visit. Photo No. 31. Henry Dunsford, Montreal.

11952. The Queen's Soliloquy. Poem. By Agnes Grote Copeland, Toronto.

11953. Colonel Otter Waltzes. By B. A. Morley. Bessie A. Morley, Cooksville, Ont.

11954. Missa. In Honorem B.M.S.V. By N. J. Elsenheimer. Music. Frank Van der Stucken, Cincinnati.

11956. It Cannot Be. Words and music by Arthur Trevelyan. Whaley, Royce & Co., Toronto.

11957. Baby at the Telephone. Words and music by Wm. H. Windom and Raymond Hubbel. Whaley, Royce & Co., Toronto.

11958. The Manufacturers' List Buyers' Guide of Canada. The Manufacturers' List Co., Toronto.

11959. Stuart's Map of Boundary, British Columbia. Randolph Stuart, Greenwood, B.C.

11960. Canada Under British Rule, 1760 1900. By Sir John G. Bourinot, K.C.M.G., LL D., Litti, D. Copp, Clark Co., Toronto.

11961. Index Topical and Personal to Canada: An Encyclopedia of the Country. Bradley-Garretson Co., Toronto.

11962. The Conspiracy of Pontiac and the Indian War After the Conquest of Canada. By Francis Parkman. Volume I. Morang & Co., Toronto.

11963. The Conspiracy of Pontiac and the Indian War After the Conquest of Canada. By Francis Parkman. Volume II. Morang & Co., Toronto.

11964. The Oregon Trail. Sketches of Prairie and Rocky-Mountain Life. By Francis Parkman. Morang & Co., Toronto.

11965. Her Late Majesty Queen Victoria. Portrait. Walter Raymond Duff, Hamilton.

11966. Her Late Majesty Queen Victoria. Picture marked A. Richard S. Allan and Frank R. Close, Hamilton.

11967. Her Late Majesty Queen Victoria. Picture marked B. Richard S. Allan and Frank R. Close, Hamilton.

11968. Canada Mourns Victoria. Photo. Joseph C. Clarke, Toronto.

11969. In Memory of Her Late Majesty. Poem. By William Gleed Workman, Osgoode Station, Ont.

11970. Lovell's Loose Leaf Order Form. Robert James Lovell, Toronto.

11971. The History of British Columbia. By R. E. Gosnell. Copp, Clark Co., Toronto.

11972. Ode on the Burial of Queen Victoria. By George Whitfield Grote, Toronto.

11973. Cecilian Intermezzo. By Jesse A. Longfield. Music. Jesse Arthur Longfield, Victoria, B.C.

11975. The Empire's Call; or the Line that Belts the World. Poem. Jessie Robinson, Toronto.

11976. Greeting to the King. Patriotic song. Words and music by H. H. Godfrey, Toronto.

11977. Selection of Tales from Shakespeare. By Chas. and Mary Lamb. Edited with introduction, notes and appendix of extracts by J. M. Flather, M.A. Copp, Clark Co., Toronto.

11978. King Edward VII. and Queen Alexandra. Photo. Joseph C. Clarke, Toronto.

11979. H.M.S. Virago Firing in Honor of the King. Photo. John Wallace Jones, Esquimalt, B.C.

11980. Illustrated Advertising. Fifth edition. By F. W. Johnston, Toronto.

11982. Prospectus Number Battle Songs of the Cross. By John Marchant Whyte, Toronto.

11983. The Jesuits in North America in the Seventeenth Century. By Francis Parkman. Morang & Co., Toronto.

11984. La Salle and the Discovery of the Great West. By Francis Parkman. Morang & Co., Toronto.

11985. De L'Habeas Corpus. Par Ludovic Brunet, L L.L. C. Theoret, Montreal.

11986. Statement D aft. Form. Robert J. Laird, London.

11987. The Anglo Saxon Race. Song by William G. Kennedy, New York.

11988. Morang's Educational Series: Latin Classics—Cæsar: Gallic War. Books IV, V. By St. J. Basil Wynne Wilson, B.A. Morang & Co., Toronto.

11989. Morang's Educational Series: Readings for Second Book Classes. Morang & Co., Toronto.

11992. A Meteor King. Book. By John A. Copland. Harriston, Ont.

11993. A Treatise on Canadian Company Law. By W. J. White, Q.C. W. J. White and C. Theoret, Montreal.

11994. Year Book and Clergy List of the Church of England in the Dominion of Canada, 1901. Joseph P. Clougher, Toronto.

11995. Exercises in Latin Sight Translation. By H. Henderson, M.A., and J. Fletcher, M.A., LL.D. Copp, Clark Co., Toronto.

12000 and 12001. Neptune's Cave. Cantata and libretto. Words and music by Rev. G. F. Davidson, Toronto.

12003. Side Lights on the British Parliament. By J. F. Fraser. Published in The Brantford Expositor. Temporary Copyright. National Press Agency, Limited, London.

12004. The Golden Idol. By Fergus Hume. Published in The Montreal Star. Temporary Copyright. National Press Agency, Limited, London.

12005. Manuel de Droit Constitutionnel et Administratif. Par Mathieu A. Bernard. C. Theoret, Montreal.

12006. Lovell's Loose Leaf Invoice Form. Robert James Lovell, Toronto.

12007. China and the Boxers. By Rev. Z. Chas. Beals. F. C. Stephenson, Toronto.

12008. Precis de l'Histoire de la Litterature Francise. La Congregation des Sœurs de Ste. Anne, Lachine.

12009. The Purple Lady. Waltzes. By Essa Noble. Harry H. Sparks, Toronto.

12010. The Public Works and Utilities of Ontario Towns. Published in St. Thomas Municipal World. Temporary Copyright. K. W. McKay, St. Thomas.

12012 to 12018. The Resurrection. Song. By Adolph M. Foerster; Song of the Lilies, Words and music by Stanton Howard; Evermore. Sacred Song. Words by Prudentius. Music by J. Lewis Browne; Caprice—Burlesque. By Ossip Gabrilowitsch, Op. 3, No. 1; Mazurka Melancolique. By Ossip Gabrilowitsch, Op. 3, No. 2; A Song. Words by Richard Watson Gilder. Music by Ethelbert Nevin; The Four Seasons, Words by Austin Dobson. Music by Ethelbert Nevin. Church Co., Cincinnati, Ohio.

12019. Lord's Prayer. Music by A. S. Vogt. Whaley, Royce & Co., Toronto.

12020. Morang's Educational Series: Latin Classics-Cornelius Nepos' Lives of Themistocles, Aristides and Hannibal. By Arthur W. Roberts, Ph.D. Morang & Co., Toronto.

12021. Dairymen's Day Book. James Weldon Carlyle, Lachine.

11022. An English Woman's Love Letters. Pages 1 to 64 inclusive. Morang & Co., Toronto.

12023. Canada Law Journal Almanac 1901. Arthur Henry O'Brien, Ottawa.

12024. English Cases. Published in The Canada Law Journal. Arthur Henry O'Brien, Ottawa.

INTERIM COPYRIGHTS.

671. The Way of the Transgressor. By Charles Keith McIntyre, St. John.

672. The Metric System. Chart. Jeffrey H. Burland, Montreal.

673. Morang's Annual Register of Canadian Events and Affairs for the year 1901. Edited by J. Castell Hopkins. Morang & Co., Toronto.

674. The Makers of Canada: Volume I. Samuel de Champlain. By N. E. Dionne, F.R.S.C. Morang & Co., Toronto.

675. The Battlefield Series of Memoirs of the Siege of Quebec. Journals. The Nuns of the Franciscan Convent, Quebec.

676. Craig's A, B, C Key to River St. Lawrence Channels. Thomas John Craig, Toronto.

677. The Snake's Paradise. By W. A. Fraser. Ontario Publishing Co., Toronto.



Interior of J. & J. Sutherland's Handsome Store, Brantford.

J. & J. SUTHERLAND, BRANTFORD

Points in a Fine Establishment to Interest Other Dealers

A STATIONERY store that might stand as a model for stationers who are not satisfied with the arrangement of their own places or for those who are thinking of building a new place is that of J. & J. Sutherland, in Brantford, Ont. This place has attracted attention in many parts of both Canada and the United States, and is well worth a description as to the plan, arrangement of goods, etc., which may be of value to other stationers. In this issue will be found the cuts of the store interior given in a previous number, to meet the wants of other dealers who would like to incorporate Mr. Sutherland's ideas into their own business.

The store is 150 feet deep, and occupies five floors and a basement. Both wholesale and retail business is carried on, and the rapid increase in each says much for the management of the business.

The basement is used for packing purposes, and in it are stored such goods as slates, inks, etc.

The first floor contains one of the most artistically furnished and arranged showrooms that can be seen anywhere. To describe the various handsome fixtures, the admirable way in which the goods are disposed, so as to give as much room as possible, and the general effect of the room, would be poorly done by words. A better idea of it, however, can be obtained from accompanying cuts.

The stock of books, from very many Canadian and American publishing houses, is a well selected one, containing the most popular books from them all. This department occupies a space of about 60 feet deep. In the centre of the store a large space is given over to corresponding stationery.

On the second floor a good display is made of wall paper, window shades, etc. Besides the large retail trade done in this line a good jobbing business is carried on.

The third floor is used as a storeroom for various goods. It is divided into compartments, each devoted to a certain line. Enough of any line is kept here to fill any orders that might come in, whether wholesale or retail.

On the fourth floor is the bookbindery, while the fifth is used as a general storeroom.

Messrs. Sutherland's business is now over 60 years old, and is increasing continually. They advertise a good deal, both in newspapers and by circulars. C.G.H.



Interior of J. & J. Sutherland's Handsome Store, Brantford.

SPECIAL OFFER IN WALL PAPER.

Stauntons Limited are still giving the wall paper dealers a chance to buy from their 1901 line for the coming Spring, and, although their travellers have pretty thoroughly covered the ground, the company are offering to send to any dealer who would like to make a selection a set of their samples, having made up some specially convenient books for this purpose. The Stauntons shipping-rooms have been like "bee-hives" for weeks past, and they report that from all quarters where shipments have been received word comes back to them of the satisfactory way in which the line "opens up." Stauntons papers are bound to be as popular with the customer as they are proving with the trade.

A USEFUL LIST.

In answer to several queries as what books are copyrighted in Canada, G. N. Morang & Co. have issued a friendly circular to the retail book trade giving the list of the books issued and copyrighted in Canada by themselves, so that infringements can be avoided. If any dealer has not received a copy of this list, he can write to Morang & Co. for it, and it is a useful and practical thing to keep on hand.

FANCY GOODS AND STATIONERY.

THE PAPER MARKET. There is little change to be noted in the paper market, either for news print or finer papers. There is some talk of raising the price on scribblers so as to cover the cost of folding, but nothing has as yet been done. Window-blind paper is going well, in spite of the prediction that it would be altogether displaced by the linen blinds. It sells freely in olive and green, though the old drab color appears to have dropped out. In the various fancy writing stationery there has been no change worth mentioning. Rubber bands have weakened slightly, but whether there will be a further reduction or not is not easy to see at present.

The new stationery, what little is now on the market, does not show any change in colors from the present styles. The representative of Chas. Goodall & Sons was in the city a while ago, and his samples were about the same. A few American novelties have been brought out, but have not interested Canadian jobbers.

NEW TYPEWRITER. A Washington, U.S , firm have brought out an electric typewriter. It is not only more rapid than the ordinary typewriter, but can be operated much easier. One of its advantages is that it is not necessary to release one key before pressing down the next, as in this the type bar and other parts return to their positions as soon as used. In making the space between the words one movement is necessary, the operator pressing the last letter of the word and the space bar at the same time.

PENCIL HOLDER. Two new pocket pencil holders have the good point of being capable of adjustment to fit any sized pencil. The first fastens to the pocket by a clamp, and the other by a lever. The "Au Fait" has two sockets for pencils, one larger than the other.

COPY HOLDER. Two or three new copy holders are out, but that which seems to be the most useful is the Universally Adjustable holder. It is attached to the base of the typewriter at the back, and, being in two joints, with a swivel at each, can be swung round to either side of the typewriter or behind it, immediately in front of the operator. The top, which is attached to the copy, can be raised or lowered to the desired level.

CREPE TISSUE. Crepe paper is now being sold in rolls, colored in imitation of the shades of different flowers. A number of flowers can be made from each roll; the colors are good, and when the flower is made up a very good imitation is formed. Apples and apple blossoms, lillies, morning glories and other kinds of flowers and fruit can be made from the crepe paper.

A NOVELTY. For doing odd jobs of soldering about the house, a new solder set has been placed on the market. It can be retailed for 10c. A number of sticks of solder, a bottle of chemical, and the tools necessary to apply the solder are included in the set. They are packed in a wooden case, highly polished, and with a screw top.

TO CLEAN PIPES. A pipe cleaner that will really clean a pipe is a rarity, and when one is found there is always a good demand for it. The latest one on the market has given satisfaction, and, taking into account the low price, 10c. retail, it should find a ready sale. It consists of four metal blades, placed at right angles to each other, with the ends rounded so as to fit into the bottom of the bowl. When cleaning the pipe it is inserted and turned around.

GOODALL'S REPRESENTATIVE IN CANADA. Mr. T. S. Cockburn, the representative of Charles Goodall & Sons, London, Eng., is now in Canada on his annual trip through the British Empire. He goes from Vancouver to Brisbane, Queensland, and calls at New Zealand, Tasmania, the various points in Australia and South Africa, Colombo, Calcutta, Bombay, and then home to England.

A representative of THE BOOKSELLER AND STATIONER called upon him in Toronto, and found him surrounded by samples of the stationery, playing cards, etc., which have made his firm famous.

The stationery shown was almost wholly a very high-class line, and Mr. Cockburn declares that, although there is always a call in Canada for the cheaper grade, these goods are in great demand.

The greatest demand for the very best stationery is in South Africa. The stationery stores there are ahead of any others in the British colonies, in carrying the latest novelties and finest goods, and also in the matter of trimming their windows. Mr. Cockburn is reminded of the West End of London when going through these places, they are so thoroughly up to-date in every particular.

Australia, too, is well to the front in the stationery business, and many new factories are being erected for making stationery. The fancy lines, however, cannot be made there, 'and that's where we come in," said Mr Cockburn.

In India, there is a big demand for the best stationery, not only from the English stores there, but in the "go-downs," as the shops of the Parsee merchants are called. These native stationers do not, as one would suppose, deal in the cheaper grades of goods, but go in for the fanciest of stationery and handle a great deal of it.

But, in spite of the fact that South Africa is his best business field, Mr. Cockburn would rather come to Canada than to any other of the colonies. The business men here are thoroughly acquainted with their business, honest and straightforward, and it is a pleasure to deal with them. There are firms here too that buy as largely as any he does business with. Toronto he finds a much better city for his business than Montreal. In the past week in Toronto he has received orders for about 2,000,000 of visiting cards.

The fancy stationery he shows includes some beautiful shades in blue granite, Chippendale a green shade and Ringdove, a greyish brown color. The blue or green with white border and edgings is most popular. It is shown with or without this white border, but that with it is bought more than the other. Embossed initials in white on one corner of the envelope flap

POPULAR LINES IN OFFICE STATIONERY.

We carry full stock of the following:

Koh-i-noor Pencils,
Koh-i-noor Tracing Cloth,
Seccotine — *Large and Small,*
Melanyl Marking Ink,
Transparent Adhesive Tape,
Rubber Bands — *Grosses and ¼ lbs.*
Paper Binders — *New lines,*
Shelf Paper — *White and Colored,*
Arnold's Ink,
David's Ink,
Higgins' Drawing Ink,
Fancy Waste Baskets,
Cash and Document Boxes,
Wirt Fountain Pens,
Sterling Fountain Pens,
Writing Tablets and Pads,

PEN CARBON LETTER BOOK,
No Water, no Press, any Ink, any Paper.

While we keep all the best makes of paper, we make a specialty of the following:

Maple Leaf Bond,
Astoria and Alberta Bond,
BB Bank Linen,
Wellington Ledger,
Maidstone Kent Ledger. .
New Century White Wove,
This is a new first-class Paper at low price.

Folios, Caps—all weights. Our Flat Ledger, Bond, and Linen Papers—very complete and call for special notice.

Esterbrook Pens — *Stock always full.*

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,
51-53 Wellington St., W.,
TORONTO.



Commercial Stationery

Business and Society Note Papers
Business and Society Letter Papers
Business and Society Envelopes
Flat Papers, all Sizes
Bill and Account Papers
Letter Pads, Paper Boxes
Card and Bristol Boards
Blotting Papers, Writing Tablets
Wedding Stationery
Typewriter Papers, Visiting Cards
Fancy Papeteries, etc.

Lowest Quotations.
Correspondence Solicited.

The Barber & Ellis Co., Limited
TORONTO.

TO THE TRADE.

KINDLY HOLD YOUR ORDER FOR

SCHOOL CRAYONS

UNTIL YOU SEE OUR LINE.

Our Mr. Thorn will soon call with our new and improved line of

Falcon School and Standard Marking Crayons.

Also new line of Water Colored Paints, etc.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

FANCY GOODS AND STATIONERY—Continued

add much to its appearance. The flaps are of the wallet-shaped variety, an improvement as far as looks go, on the old pointed flap. All shapes and styles of stationery are shown. There is really nothing in the way of a new introduction, however. The goods are put up in handsome boxes, some of them with the envelopes and paper done up separately.

Ball programmes, menu cards, etc., are shown in a great many designs. A line of beautiful memorial cards are selling in Canada "by the hundred thousand," to quote Mr. Cockburn. They are shown in many handsome designs in black with light colors or silver.

Goodall's playing cards are known the world over. The firm make a specialty of them, and, notwithstanding the many new United States manufacturers of cards, their business last year was larger than ever before. Of the total duty paid in Great Britain last year on these goods, this firm alone paid two-thirds. Their own artists design the cards and other goods, and they are made, printed and all in the immense factory in London, in which over 1,000 people are employed. The designs of these cards are of every variety. They are issuing a new century card, with a special design, which will be out very soon. Since the Queen's death there has sprung up a demand for the cards with Her Majesty's photograph on it, so the firm are reissuing the well known Victorian card, which will be in Canada shortly.

Handkerchief boxes are shown with embossed designs of flowers on the top. These boxes are heavy, square ones with flanges, and make useful articles for keeping many things in besides handkerchiefs.

Card markers of all sorts are shown, and the whist markers are a big improvement over the old kind. Some of them are very high-class goods. A solid ivory marker and one of silver were shown, which sell to the trade for $20 a pair.

In addition to the stationery goods, Mr. Cockburn shows samples of writing desks, filing desks, letter trays with patent spring, drawer boxes, desk tops, etc. An article that would be especially useful to stationers is the folding stand frames and shelves for displaying goods in the window. This can be packed in a small box, but, when the stand is arranged, and the leather covering, like steps, is fitted into it, a great many goods can be displayed. The difficulty of showing small goods properly is overcome very nicely by the use of this stand.

Mr. Cockburn will be in Montreal till about the middle of the month, when he leaves for the West.

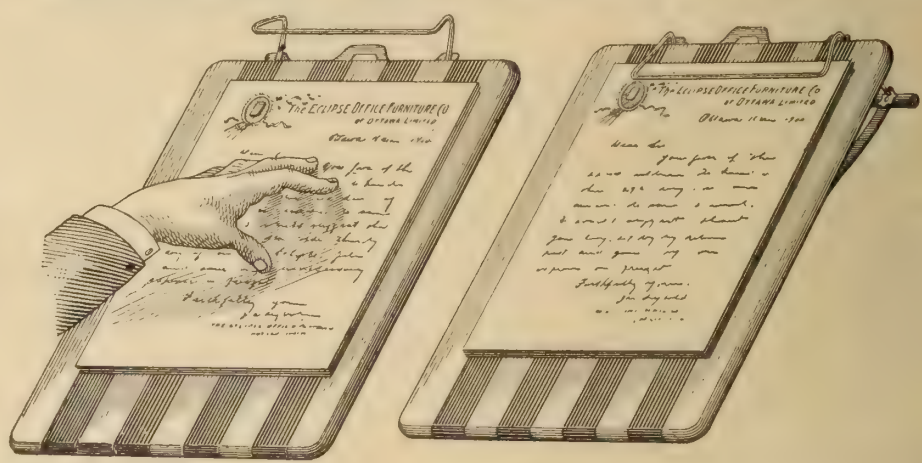
STATIONERY ITEMS.

The well-known and popular paper, "Charta Damascena," is now carried in stock by Buntin, Gillies & Co., Hamilton. It comes in two sizes of notepaper, octavo and colonial, with envelopes to match.



Stationers in need of a standard quality for counter trade can rely on this line. The price is 80c. per ream for the octavo and $1 per ream for the colonial. The envelopes cost $1.60 and $2 per 1,000 respectively.

The "Eseclip" automatic board file illustrated below is claimed to be the cheapest and best loose paper file made. To file papers it is necessary to lay them on the board over the wire, press firmly, and the spring does the rest; to sell the file, show it, reach for the customer's 50c. with one hand and the cash register with the other. The profit is large too. The trade can get them from Buntin, Gillies & Co., Hamilton.



Filing Papers — Papers Filed

The New Eseclip Automatic File. Price 50c. Each.

FINE RANGE OF IMPORT SAMPLES.

Warwick Bros. & Rutter announce that their travellers will be a couple of weeks late in getting out on the road with import samples as a result of waiting for two manufacturers of novelties. They prefer to do this so as to include the very latest things than to be on time, but with not so extensive a stock. A visit to the import lines in their warerooms is interesting. They are making a specialty of albums. The covers on these, especially the celluloid ones, are beautiful, either in the floral designs or colored photographs. Brass frames of all kinds are shown, as well as glass, celluloid and leather frames. A bas-relief of the Pope in a black frame is very striking. One of the newest things out is the fan-lette, a handy article, composed of a silk ribbon with gold or silver clasps, which is attached to the waistband, and which also holds the fan when not in use. Fans of French and German make are shown in large variety. The latest designs in French and Austrian vases are shown, and the line is one that dealers should find a good sale for.

The range of smokers' goods deserves mention. The novelties include a tobacco jar in the shape of a life-sized skull, a very good imitation, and a monk's head pipe-rack, which retails at 70c. Seal and oose tobacco pouches with sterling silver mounts for engraving are a very handsome line. The smokers' list is completed by a very novel cigar-cutter in a good imitation of a revolver. The end of the cigar is cut off by pulling the trigger. In the way of toys, blocks, games, etc., the stock cannot be beaten. A new mechanical toy is the dancing bear, the firm's trade mark, which should be looked after by all dealers. Collar and cuff boxes and glove and handkerchief sets are shown in celluloid. Chatelaine bags in leather and steel are going well. The leather goods also include workboxes, music rolls, jewel cases and writing desks. The Bohemian bon-bon, or jewel cases, made of colared glass and inlaid with gold or silver in very elaborate designs, are particularly striking and should be successful on the market. Book marks, paper-

NERLICH & CO.'S NEW PREMISES



OPPOSITE UNION STATION, TORONTO.

Located at

146-148 FRONT STREET WEST

Directly opposite Union Station.

The Building has a floor area of 60,000 square feet, and is fitted with all the latest warehouse improvements, thus placing us in a better position than ever for the handling of our ever-increasing trade.

OUR IMPORT SAMPLES

are now out with our travellers, and represent the choicest values to be found at the leading factory centres.

Our Import Specials are

PHOTO ALBUMS in large variety, including Celluloid, Plush, Leatherette and fine Leather Covers.

PHOTO FRAMES–Bronze Gilt, Brass, Celluloid, Embossed Paper, Bevel Glass, and some entirely new ideas.

CELLULOID BOXES (Fine American), fitted Comb, Brush and Mirror Sets, Manicures, Shaving Cases, Smoker Sets, Neck-tie Boxes, Glove and Handkerchief Boxes.

WORK BOXES in Celluloid, Plush, Wood and Paper Covered.

WRITING DESKS, Writing Sets, Portfolios, etc., in large variety.

HAND MIRRORS and Brushes, special values in Imitation Ebony, Real Ebony and handsome Paduck Backs.

FANCY MIRRORS, Clocks, Atomizers, Table Ornaments, Art Novelties, Xmas Cards, Calendars, and a host of entirely new designs in Bric-a-Brac and Fancy Articles of every description.

Full line of Import Samples will be displayed in our new Toronto Sample Rooms during the months of March and April. It will pay you to see them.

NERLICH & CO. 146-148 Front Street West (Opposite Union Station) **Toronto**

FANCY GOODS AND STATIONERY—Cont'd.

knives, glove buttoners, etc., are shown in many new designs. A new penknife with automatic opener, candelebras in bisque and burmisse, clocks in different fancy designs, inkwells in glass, rosewood, white onyx with brass mountings and hammered brass, are among the many novelties shown. A great many things may be found suitable for prizes at card parties, etc.

The list of druggists' sundries cannot be excelled. Hand mirrors, folding mirrors and many other kinds make up one of the finest ranges to be seen. Ebonoid goods are much in evidence for wall sets. About 20 different styles are shown, with mirrors, and hat, clothes and hair brushes. A line of ladies' dressing cases is also shown. A mirror with a horseshoe-shaped ebony frame is an attractive novelty. Nickel studs, representing the nails in the shoe, make it very tasty. Atomizers, toothbrush holders, soap boxes, manicure sets, etc., in many different materials, are also included. The firm should have a very good season, as their delaying in order to get the latest things will add still further to a stock already very complete.

LEATHER GOODS.

Brown Bros. have just finished stock-taking, and are showing a number of things in leather goods that will be of interest to the trade, particularly at this season. Among the novelties for which there is a heavy demand is the bill and coin purse for men. This, besides the ordinary bill holder, has a pocket in the back for coin, car tickets, etc. The popularity which it has won is fully deserved, as no handier device of the kind has ever appeared. It is made in real seal or morocco, and imitation seal or morocco, in all colors. Holders for bills only are also shown in the different leathers. Perhaps the best selling article of all in the leather goods line is the ladies' finger purse. For the present muddy weather they are especially useful, for the purse can be held in the same hand as the skirts are held without the danger of losing it. They are made in imitation or real seal, real morocco and alligator, and can be supplied with sterling silver initials if required.

With the end of Lent dealers should prepare for the Easter season by looking over their stock of playing cards, etc. A playing card case shown in Brown Bros.' leather goods department is an article that can be profitably handled. It is made in all kinds of leather and in all colors. It makes a cover for a pack of cards that will allow them to be carried around and not be spoilt. When the case is filled the pack has the appearance of a small book. They can be sold with the cards, and better displayed in the store than in the ordinary paper boxes. They retail for 60c. to $2.00 per case. Desk blotting pads for office or private use are in constant demand. They are made to take a full or half sized sheet of blotting paper.

EASTER POINTERS.

The pen carbon letter book which Brown Bros. have brought out is doing well. The fact that no press, or water are used, and any pen, ink or paper can be employed recommends it to the busy man. Dennison's embossed crepe tissue should be found useful for Easter decorations. The colors in these goods are beautiful and the designs are new. For all kinds of trimming lamp shades, etc. these cannot be surpassed. They are making a specialty of their fountain pens and other kinds. Stirling's and Wirt's are still in good favor. New designs in papeteries are shown. Azure, opaline and pink lead in colors. They are done up in Moorish, Turkish, Egyptian and other styles. A line of fancy picture and photograph frames in gold, silver, jet black and jet black chased have just arrived. The designs are all new and varied. Pocket inkstands and letter scales are going well. A handsome line of sealing wax, done up in fancy boxes, is worth taking note of. They are in all colors. Stamps in Mosaic, Egyptain, etc. are also shown. These have fancy colored porcelain handles with brass bases and are generally sold with the wax. Cut-glass stamps are also shown, but do not sell as well. A big business is being done in the Standard Filing Cabinets. These are made in sections so that any size needed can be had.

NEW PENS AND PENCILS.

The Copp, Clark Co. are showing a line of pens, pencils and holders that will interest the trade. The penholders are colored red, white and blue, with nickel tips. They are neatly mounted on cards, 12 on each, and can be well shown in the store this way. They sell for $3 60 per gross. The "Tricolor" and "Empire" pencils are colored the same. A combination line of pen and pencil holders sells for $4 80 per gross. The holder is in red, white and blue, made of tin, and the pen and pencil can be reversed when not in use, with the point inside the holder. Rubber tips are attached to the end of the pen.

IMPORT SAMPLES.

The Copp, Clark Co.'s import line is the largest they have ever carried, and includes some handsome goods. A line of private account books, journal and ledger, are in great favor. They are bound in leather covers, stamped in gold, with extra quality of paper, and paged. The ledger comes indexed, with 200 pages. The price is $4.20 per doz. Frames of all descriptions are shown, in brass, celluloid and enamel. These goods are all in fancy designs. One in particular, with small fancy doors that close over the photograph or whatever picture is in the frame, is an attractive novelty that can be easily sold. Celluloid goods are in evidence in many other lines. Albums with celluloid covers are shown with many beautiful designs. Fancy bookmarks to retail from 25c. up, memo notebooks, card puff and soap boxes, in mottled amber, ivory and other tints, crumb trays, and many other articles are shown in celluloid and are in good demand. Autograph, photograph, stamp and scrap albums are shown in plush, leather and celluloid. A line of photograph albums with handsome celluloid covers sells as low as $1.50 per doz. Another has a music box in the bottom which plays two or three different tunes.

Ebonoid goods are very much in demand. Many fancy articles are shown in this material. At Copp, Clark Co.'s a great many small goods in ebonoid, most of them mounted in silver, are attracting a good deal of attention. Among them are paper knives, curling tongs, all kinds of toilet articles, card boxes, etc. Other fancy articles that are going well are fancy match or ash holders, paper weights with deer, dogs, etc., in metal. A nice line of inkstands, in cut glass, brass and enamel, are to be seen.

A CAPITAL SUGGESTION.

Editor BOOKSELLER AND STATIONER,—Kindly allow me to suggest that all the booksellers, stationers, and wall paper dealers of Ontario have a meeting at the Pan American in Buffalo, say, about Wednesday, July 17, and talk over trade matters and other topics of interest to themselves. Cheap rates and a chance of seeing the exhibition would make this a great opportunity for a gathering of the trade. Get some suggestions and hints for next month's paper, and, if satisfactory, go ahead with it.

Yours,

A JUVENILE BOOKSELLER.

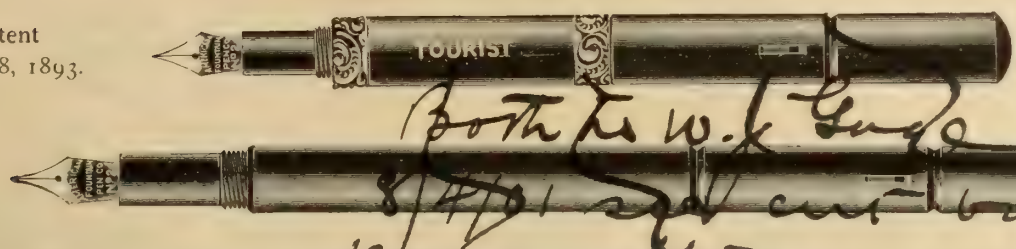
February, 28, 1901.

Mr. Walter Meal, representative of Alex. Pirie & Sons, Limited, the famous papermakers, of Aberdeen, Scotland, started out on his Spring round of visits to the firm's numerous clients in Canada on March 4. Mr. Meal carries with him a full line of the justly celebrated writing, printing and blotting papers, and other specialties for which his firm has for over a century held such a favorable and world-wide reputation.

MOORE'S Improved Non-Leakable FOUNTAIN PEN

THE BEST Fountain Pen Made at ANY PRICE.

Patent July 18, 1893.



Patent September 8, 1896.

These Pens, being constructed upon entirely different principles from other fountain pens, are without doubt the nearest PERFECTION of any pens ever manufactured. All the undesirable features of other fountain pens have been eliminated. Send for our Illustrated Catalogue, just out. It will interest you if you are looking for a **Perfect Fountain Pen, Strictly High Grade.** They can be carried in any position in any pocket and will not leak.

RETAIL PRICE, $2.50 TO $12.00.

AMERICAN FOUNTAIN PEN CO.

Manufacturers, 168 Devonshire St., Boston, Mass., U.S.A.

W. J. GAGE & CO., Limited, TORONTO, ONT., Agents for Canada.

F. AND E. W. KELK

76 York Street, TORONTO.

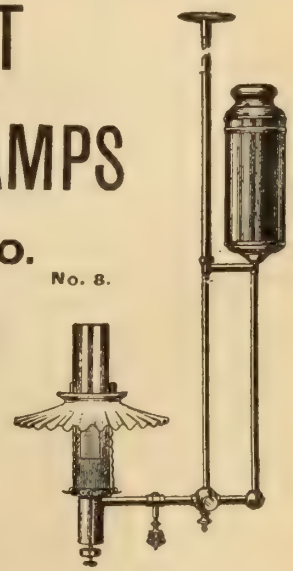
BASEBALLS, I. R. BALLS, TENNIS, CRICKET AND LACROSSE BALLS, CROQUET, MARBLES, TOPS, TOP STRINGS, FANS, HAMMOCKS, SEA SIDE PAILS.

Everything for Spring and Summer Trade.



A SNAP—The day after Christmas we purchased 700 doz. of a beautiful line of Dressed Dolls which were imported by a Toronto firm, and which, for some unknown reason, were not delivered. We secured the lot for cash at a great bargain. We are sending samples to a good many of our customers—we will gladly send you one if you send your address. This doll cost the wholesale trade nearly $3.00 per doz. to lay down, and has always been considered a good 50c. article. We now propose to make it a 25c. line which will be the best article ever seen at this price in the way of dolls. They are each one in a box in the regular way. We have had to put a much stronger box on the sample to avoid being crushed in the mail bags. Half of the lot, or nearly so, are sold, so if you want a bargain speak quick. We will hold orders placed now till 1st of August. Prices as follows: 1 to 3 doz., $2.40; 4 to 6 doz., $2.25; 7 to 12 doz., $2.00 nett 1st August.

THE LIGHT
— OF —
EIGHT OIL LAMPS
— FOR THE —
COST OF TWO.



100 CANDLE POWER
FOR
50 cents a month with gasoline at 40 cents a gallon.

Satisfaction guaranteed or money refunded.

THE AUER GASOLINE LAMP

CHEAPER BRIGHTER } THAN { ANY OTHER LIGHT

Write for Catalogue

AUER LIGHT CO.

1682 Notre Dame, - - - - MONTREAL

E. SIMPSON & CO., MOOSE JAW, Agents for the Territories

NEW BOOKS AND NEW ISSUES.

THE Saalfield Publishing Co., Akron, United States, have brought out "Richard Marlowe," a new novel, by James Ball Naylor. It is an entertaining story, a great deal of it being founded upon fact. Dr. Naylor has been in the journalistic world for some years, and this, his first novel, shows him to be an adept in the difficult art of character drawing. The book is well printed and bound. A cover design in gold and white adds materially to its appearance.

"Stage Lyrics" is the title of a very handsome book, published by R. H. Russell, New York, whose reputation for high-class work will be enhanced by this one. The verses are taken from operas and musical comedies. The book is adorned on almost every page with either illustrations by Archie Gunn, Ray Brown, E. W. Kemble, or by half-tones of well-known actors and actresses, many of them being those who have made the songs popular. The finest glazed paper has been used in the book, and the cover is designed in gold and colors. There is a wide field for the sale of this book among theatre-going people, who will appreciate it very highly.

The Abbey Press, New York, have forwarded us three of their latest books, printed and bound in the tasteful manner that marks the publications of the firm. One of them, "A Quaker Scout," is a well-told story of the American Civil War. The author, Mr. N. P. Runyan, has already made a name for himself as a journalist and writer of short stories, and this, his first extended work, will add in no small way to his reputation as an entertaining writer. "Sweet Brier," L. M. Elshemus, is a very handsome book. Throughout it are a number of illustrations by the author, who is also an artist of considerable merit, and a frontispiece in colors from a water color painting of the author's. The hero has the soul of a poet, and a number of his verses are scartered throughout the book. The story is of sentimental and artistic interest, and is sure to find many readers. The author of the third work, "Through Stress and Storm," writes under the nom de plume of "Gregory Brooke," but is in reality a prominent jurist is one of the Central States. The story illustrates its title, and, although without any avowed moral purpose, it teaches a most wholesome moral, and shows how character is composed and compacted through "Stress and Storm." The price of "A Quaker Scout" is $1.25 per copy, and the others $1 per copy.

The Abbey Press have also just published a novel, by Landis Ayr, called "A Priest and a Woman," the motive of which is the celibacy of the clergy. The story is an absorbing one, and the book has been gotten up with the usual taste displayed by this publishing house. The price of the book is $1.00.

"The Life and Literature of the Ancient Hebrews," by Lyman Abbott, is a valuable book both from an historical and literary point of view. A chronological table of the books of the Old Testament and an index of Scripture references is contained in the volume, in addition to the clearly-printed text. Houghton, Mifflin & Co. publish it. The price is $2.00.

Macmillan & Co. are the publishers and the Copp, Clark Co. the Canadian issuers of "Une Annee de College a Paris," an elementary text book for students of French. Besides the text, which is interesting and well suited for its purpose, the book contains a good vocabulary, explanatory notes on the text and other aids to the reader, as well as some exercises in English for translation. Price 50c.

The Commonwealth, a new fortnightly, published at Ottawa, has recently appeared in its first issue, and contains much that will be interesting, especially to Canadians. Among the contributors in this number are George Johnson, W. T. Whitley, Charles Morse, John Lewis, W. D. Le Sueur, Miss A. C. Laut, J. H. Brown and A. C. Campbell; and a number of others, with poetry and prose, combine to produce a very readable magazine.

In connection with the discussion aroused in the pulpits of the United States over Mr. James Lane Allen's latest book, "The Reign of Law," the Macmillan Company have issued a booklet containing the criticism of an American college president and Mr. Allen's answer to it that will be very interesting to those who have read the book. A number of other opinions of the book, favorable and otherwise, are given, taken from sermons of well-known American ministers.

Travellers are already showing Christmas and holiday cards and booklets in Canada. British publishers and stationers are taking more interest in this market, and one firm has sent a representative to Canada this year for the first time.

NEWS NOTES OF CANADIAN TRADE.

FRANK BARNARD, stationer and druggist, Armstrong, B.C., has been succeeded by Ronald and Edgar Burns.

D. McMaster, bookseller and stationer, Sarnia, Ont., has sold out.

J. J. Tull, stationer, Strathroy, Ont., is removing to Owen Sound, Ont.

Ira J. Ribble, dealer in fancy goods, etc., Toronto, has sold out to C. G. Scott.

Miss S. H. Paterson, fancy goods dealer, St. John, N.B., is closing up business.

The assets of J. H. Moreau, fancy goods dealer, Three Rivers, Que., have been sold.

The Moosejaw Drug and Stationery Co., Limited, Moosejaw, N.W.T., has been incorporated.

Rockwell & Co., booksellers and stationers, Wolfville, N.S., are offering the business for sale.

The stock of T. J. Moore & Co., booksellers and stationers, Quebec city, has been damaged by water; insured.

McLeod & Allen, book publishers, Toronto, have removed their offices and sample rooms to Melinda street, next to The Toronto Telegram office.

J. W. Redfern, dealer in paints and other decorating goods, Owen Sound, Ont., has added a stock of wall papers, and opened a department especially for these goods.

A copartnership has been registered between James E. M. Taylor, of James E. M. Taylor & Co., wall papers dealer and painters, Halifax, and Hugh M. Hilchie.

C. B. Scantlebury, dealer in wall paper, books, stationery, etc., Belleville, Ont., has compromised at 50c. on the dollar, cash, and 10c. time. The estate shows a surplus of $5 000 on liabilities of $18,000.

CHANGES AT MESSRS GAGE & CO.'S

The expansion of business has necessitated some changes in the management of W. J. Gage & Co., which those acquainted with the firm will be interested in. Mr. W. J. Gage still retains the presidency and Mr. Geo. Spence the position of vice president. Mr. W. P. Gundy, having resigned the office of secretary-treasurer, has been appointed general manager and treasurer, while the secretary is now Mr. Francis Wright, formerly the office manager. Mr. F. Herbert Gage has hitherto been in charge of the printers' supply department, but is now elected to the directorate.

THE Watson, Foster Co., LIMITED

MONTREAL.

WALL PAPERS



18 INCH INGRAIN FRIEZE NO. 1969.

A VERY DECORATIVE ROCOCO PATTERN WHICH MATCHES TWELVE LEADING SHADES. A SMALL SHADE BOOK OF INGRAINS, WITH ILLUSTRATED MATCH COMBINATIONS, OR SAMPLES, WILL BE SENT UPON REQUEST.



WORKS—ONTARIO STREET EAST, MONTREAL.

RE-ORDER NOW ANY PATTERNS YOU ARE LIKELY TO BE SHORT OF.

SAMPLE BOOKS OF ANY DESIRED GRADE OF WALL PAPERS SENT PREPAID TO THE TRADE.

in time, a radical change not being thought advisable now.

In the opinion of Mr. Harvey, president of Harper & Bros., the department stores will not object to the net price system. He said they would be as glad to keep up prices as anyone else, that all they wanted was the assurance that their competitors would not cut the prices.

***

A TRADE MEETING.

Readers will not fail to note in another column a short letter from a gentleman who signs himself "Juvenile Bookseller." Juvenile or ancient (and we doubt his being either), the gentleman in question has a sound head on his shoulders, and he makes an excellent suggestion. His idea is, that as a good many of us who live in Ontario will probably visit the Pan American at Buffalo this Summer, it would be well for the booksellers and stationers to fix on some date—he says July 17—for being there together, and combine a little business with pleasure by discussing one or two outstanding questions on which common action would be of practical value. It looks like a suggestion that would carry. What think you, reader?

***

BOOKSELLERS AND COPYRIGHT.

It would be well for the Canadian publishers to enlist the sympathy of the booksellers in their laudable efforts to obtain reforms in the copyright law. Copyright in books, like private ownership in land, is a necessary part of modern civilization. Our booksellers are just as honest and as disposed to observe the law as any class in the community. But when there is no certainty as to how the law stands or what books are protected by copyright, how is a dealer to know? One publisher has issued a list of his own books so protected. That is a good step; let others do likewise. But there should also be drawn up some short, accurate statement of the existing law both for those who sell books and those who buy them. The Canadian people have the vaguest idea of copyright. They do not realize the way authors' and publishers' rights are guarded in England, the United States and other civilized countries. For many years, owing to our defective laws and the peculiar situation of Canada, our book dealers and bookmakers have practically had no restraining laws. Now that the laws are being brought more into accord with those of England and the United States, and now that English publishers especially are beginning to recognize the value of Canada as a book market, it is necessary to change our ways to some extent. We feel quite sure that the retail book trade will do their part and will loyally cooperate to obey any reasonable law, provided it is equally enforced on all.

NOTES OF THE BRITISH BOOK TRADE

Lord Carnarvon's Canadian Speeches,

Lives of The Queen,

New Novels, Etc.

LONDON, February 27, 1901.

MR. MURRAY announces for publication the speeches and letters of Lord Carnarvon relating to Canada. Lord Carnarvon was Colonial Secretary in 1867, when the Confederation Act was passed by Parliament. The price of the volume is not mentioned. The editor is Sir Robert Herbert.

It would not be at all surprising if the great success of "An Englishwoman's Love Letters" were to bring fiction in the form of letters into fashion again. Another volume of this sort is at least about to appear. It is called "The Aristocrats," and it is supposed to be by a lady "of position" whose name is not disclosed.

Miss Adeline Sergeant's new novel, "The Treasure of Captain Scarlett," which is to be published shortly by Messrs. Hutchinson & Co., is a story of love and adventure, built around the mystery of a treasure. The long-promised volume of "Thackeray's Stray Papers," consisting of stories, reviews, verses, and sketches, illustrated, will be published immediately by Messrs. Hutchinson & Co.

AMERICAN NOVELS IN LONDON.

The extraordinary success of a number of American novels in the United States, which have run to circulation greater even than those of our most popular novelists, tempts Mr. Heinemann to start an English series of American fiction under the title of "The Dollar Library." The price at which the series will be published is indicated by the title, and it is proposed to issue a volume a month, a rebate being offered to annual subscribers. The first volume to appear will include: "The Girl at the Half-way House," by E Hough; "Parlous Times," by D. D Wells; and "Her Mountain Lover," by Hamlin Garland.

The Duke of Argyle's "Life of Queen Victoria" will first appear in parts, a commencement being made shortly. Later on, it will, of course, be published in volume form.

Mr. E. C. Williams, author of "Made in Germany," has written "The Case for Protection." This is the only work published in England in modern times avowedly advocating protection and discussing it from all points of view. Grant Richards issues it at 5s.

MR. EVANS' BOOK.

J. Fisher Unwin is publishing Mr. Sanford Evans' "The Canadian Contingent," in cloth, with many illustrations and maps, at 6s.

Among the later Irish writers, Miss Julia M. Crottie took a prominent place by the publication last year of "Neighbors: Being Annals of a Dull Town," which met with almost unqualified praise from Mr. Justin McCarthy and other well-known critics. Her latest book, "The Lost Land: A Tale of a Cromwellian-Irish Town," has been published by Mr. Fisher Unwin. Miss Crottie sketches the ruin of an Irish family, beginning with the entrance of the step-father into the home, and ending with the outlawry and death of Thad, the head of the patriotic, generous and unpractical house of Lombard.

A book which should attract attention is "Naomi's Exodus," by Miss Lily H. Montagu, the daughter of Sir Samuel Montagu, which Mr. Fisher Unwin will publish next week. It tells the story of a young girl trained in the narrow Chetto life of a Jewish quarter of West London, and her religious awakenings. Incidentally, the author describes from her personal knowledge several interesting phases in the lives of working girls in various parts of London.

LIVES OF THE QUEEN.

New books relating to the Queen, and new editions of old ones, are being rapidly prepared for the public. The manager of a leading wholesale house reports that some 20 volumes have been submitted to him, in advance, within the past few days. The new edition of Mr. Richard Holmes' life of the Queen is sure to be in large demand. No doubt it is less gossipy, less personal, than most of the lives, but, on the other hand, it has the Queen's authority. Mr. Holmes, who is librarian at Windsor, has added a chapter bringing the narrative down to the end of her reign. It is said that the authoritative biography of the Queen need not be expected for at least 10 years. This was the period which elapsed between the death of Prince Albert and the appearance of his biography. The life of the Queen will be a far greater undertaking, involving the examination of an immense mass of documents.

Mrs. Belloc Lowndes has revised and enlarged her "Life of the Prince of Wales" for a new edition, with the new title "His Most Gracious Majesty King Edward VII."

REIGN OF QUEEN ANNE.

Mr. Justin McCarthy is to write, in two volumes, a history of the reign of Queen Anne. We shall therefore have by him a history of England from the accession of Queen Anne to the end of the Victorian period. Everybody knows his "History of Our Own Times," and most people have waited with interest for the two volumes completing his record of the four Georges and William IV. These two volumes Messrs. Chatto will issue almost at once, and later the Queen Anne volumes will take us back to where Macaulay's history stops.

POLITICAL.

A manual of historic methods of striking merit, translated from the French by Professor York Powell, a little time ago, brought M. Charles Seignobos, one of the lecturers

in the Paris University, into favorable notice among English students, but that little handbook in itself would scarcely prepare them for so admirable a work from the same sources as "A Political History of Contemporary Europe Since 1814," and quite the best thing of its kind that has been done. It will be remembered that Mr. Fyffe's large History of Modern Europe, brilliant but by no means altogether satisfactory, opened with the outbreak of the French Revolutionary Wars. M. Seignobos starts with the great Congress of Vienna, which met in 1814-15, to restore the balance of power in Europe. Mr. Fyffe took each general movement in succession, M. Seignobos divides his narrative into local spheres, covering the whole area of the continent. He first takes the domestic policy of each country separately, and, after going through the whole series in this way, he next recounts the general movements, the changes in the conditions of political life, the history of the relations between Church and State, and of such revolutionary forces as socialism and anarchy. Lastly, he devotes a section to the international relations of the different countries, arranged in four periods. The book is not what would be called literary; there is no descriptive writing, no characterization of individuals, and, of course, no military events have a place in the scheme. But it is a history of painstaking exactitude and extreme usefulness (2 vols., 20s. net).

LITERATURE.

Dr. Herbert A. Giles, professor of Chinese in the University of Cambridge, has done a more considerable service than at first sight appears, by his "History of Chinese Literature." Incredible as it seems, when we reflect that Chinese literature was extensive six centuries before the commencement of the Christian era, this is the first time that its history has been tackled in any language. Yet it is not an undertaking that many men, no matter how great their qualifications, would enter upon with a light heart. In the opinion of Dr. Giles, the native scholar is not so well placed for securing a general historical review of the literature of China as is the outsider, for he is too close to it, and in truth may be said to be buried under that of which he would be expected to command a comprehensive view. This is, at least, true as regards such a history for the use of Western readers. A European can see the enormous array of Chinese letters in their relative importance, both as compared among themselves and with those of the Western world. In addition to that he brings a more highly systematized method to bear upon the work. We can scarcely appreciate the amount of study and labor which have preceded the accomplishment of this volume, but they must have been out of all proportion to its modest size. No better historian and exponent can be wished, and, although the ground to which he introduces his readers will be new to the majority of them, to him it is familiar from frequent traverse. Where possible, Dr. Giles judiciously lets the subject tell its own tale, and the book contains a large number of examples in prose and verse, most of which are his own translations. A literary period is described, and then specimens are given. Dr. Giles is always there with his aid when we need it, but he never thrusts himself upon the scene. Special importance should be attached to the appearance of the book at the present time when we require all possible light upon the inner workings of the Chinese mind (6s). Mr. Rowland E. Prothero's and Mr. E. Hartley Coleridge's edition of Byron's works, in 12 volumes (6s. per vol.), is making good headway. Volume 5 of the Letters and Journals, lately published, cover the period (April 1820-October 1821) of the remainder of his residence in the Palazzo Guiccioli at Ravenna, and the commencement of his stay in the Palazzo Lanfranchi at Pisa. It was an exciting time in Italy and for Byron, as between these dates the Italian Revolution was enacted and also the separation, by Papal decree, of Count and Countess Guiccioli. As showing the fullness of this edition, of the 183 letters included in the present volume, all belonging to the period named, 68 were unknown to Halleck, whose collection has hitherto been the most complete.

Mr. Bernard Shaw is again in evidence, this time with a triad of plays. "Three Plays for Puritans" contains The Devil's Disciple, Cæsar and Cleopatra, and Captain Brassbound's Conversion. Described in in few words, they are an odd mixture of originality, paradox, shrewdness, egotism, and impudence. The last of these is never so pronounced as when he confronts Shakespeare with Mr. Bernard Shaw (6s.).

FICTION.

Hales, A. G., "Driscoll, King of



Staunton — page 111

Wall Papers

How is your stock?

Within a fortnight or so at most Spring trade will open up with a rush.

Are you prepared to serve your customers to the newest, most artistic, most up-to date and popular-priced papers?

If you're not, there's no excuse for you. We have the right goods, and will send you sample books of the Staunton 1901 line on request. Drop a card.

STAUNTONS LIMITED, TORONTO.

FORMERLY M. STAUNTON & CO.

Scouts," a romance of the South-African War (6s.).

Alexander, Mrs., "A Missing Hero" (6s.).

Cairnes, Captain, "The Coming Waterloo" (6s.).

Dickens, Mary Angela, "The Wastrel" (6s.).

Farjeon, B. L., "Pride of Race" (6s.).

Marchmont, A. W., "In the Name of a Woman" (6s.).

Mathers, Helen, "Murder or Manslaughter?" (3s. 6d.).

CHANGES IN THE PRAYER BOOK.

THE alterations made necessary in the Book of Common Prayer by the accession of King Edward are considerable. There is special mention of the Queen before the Collects, in both Morning and Evening Prayer, in the Prayer for the Queen's Majesty in each service and in the Litany. The same mention occurs in the prayer for the High Court of Parliament, in the two Collects in the Communion service, in the prayer "for the whole state of Christ's Church militant here on earth," and also in the prayer to be read in the navy. Then there is the form of prayer, with thanksgiving, to be used on June 20, "being the day on which Her Majesty began her happy reign," and finally the Royal command, dated January 27, 1559, whereby certain prayers are discontinued.

Altogether, some 18 pages of the Prayer Book are affected by the changes, and, moreover, the final form of these is not yet known. In other words, is the Duke of York to be created Prince of Wales at once, or will there be an interregnum? Meanwhile, for the general guidance, one of the few firms privileged to publish the Scriptures has issued the following table of corrigenda in reference to the Prayer Book:

In all cases where the word "Queen" appears the word "King" to be substituted.

For "Victoria" read "Edward."

Instead of "our Sovereign Lady" read "our Sovereign Lord."

In the Prayer for the Royal Family, etc., instead of "Albert Edward Prince of Wales, the Princess of Wales, and all, etc.," read "our gracious Queen Alexandra, George Duke of Cornwall and York, the Duchess of Cornwall and York, and all, etc."

In all cases where "she" or "her" appears, read "he," "his," or "him."

LOSS ON PRAYER BOOKS.

Those who carry English Church Prayer Books are greatly concerned at the prospect of dead stock. It is understood that the only practical policy is to clear them out at a loss. Mr. Wilkinson, who visits Canada for the Oxford Press, is expected here soon, and it will be known what the publishers can do to keep the sale of the old books with Queen Victoria's name in them. There is a great sale for prayer books at Christmas, and some city dealers had, therefore, laid in quite a stock of them.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER, and will contain the latest information of value to libraries.

THE Ontario Library Association, organized last Autumn, will hold its first regular meeting in Toronto, April 8 and 9. Papers will be read and literary topics discussed. The officers are: James Bain Jr., president; Dr. A. B. MacCallum, treasurer; E. A. Hardy, Lindsay Public Library, secretary.

Five annual volumes, which even the most moderate-sized library ought to have, are: "Hazell's Annual," "Whitaker's Almanac," "Whitaker's Titled Persons," "Canadian Almanac," "American Annual of Photography." If the appropriation is large enough, the "Statesman's Year Book" should be added.

The report of the McGill Medical Library for 1900 (which is quite distinct from the University Library) shows that it contains about 23,000 volumes. Dr. F. G. Finley is librarian.

Bulletin No. 5 of the St. John, N.B., Free Library, just issued, give a list of books added in 1900 1901. They include fiction, biography, history, etc. Several volumes of the Jesuit Relations have been added.

A motion was made in the Montreal City Council to establish a free public library there. The Chateau de Ramezay offer to equip their own building for such a library for $10,000 and an annual allowance. They agreed for this also to establish branch libraries in the city. The Mechanics' Institute thought that the best way to get a good library was to amalgamate the Fraser Institute, the Historical Society, the Chateau de Ramezay, the Fine Arts Association and the Natural History Society. To do this, however, it was agreed that a public benefactor would be required. A report is to be made to the council which, while admitting the necessity of having a free public library, will say that the city is not now in a position to do anything toward getting one, as it is not thought that it can afford to give a grant.

Mr. James Bain, jr., librarian of the Toronto Public Library, in a recent interview on the subject of popular taste in literature, said that the present was the period of biographies, and all worthy books of this sort were meeting with a good demand. The Winter was the time for serious reading, Spring and Summer for novels, etc., and in Fall educational and scientific works come to the front. All sorts of gift books made their appearance in the holiday season. The South-African War brought a lot of books on South Africa out. The book, though, that had the greatest call was a work on palmistry called "Chiero," the extraordinary demand for which had now lasted for two years.

Librarian A. T. Lancefield reports 27,440 volumes in the Hamilton Public Library. During 1900, 1,138 volumes were added, of which 41 volumes were gifts. The new books are classified as follows: Fiction, 326, miscellaneous, 254; history, biography and travel, 232; science and art, 171; general literature, 110; philosophy and religion, 35.

NEW NOVEL BY A CANADIAN.

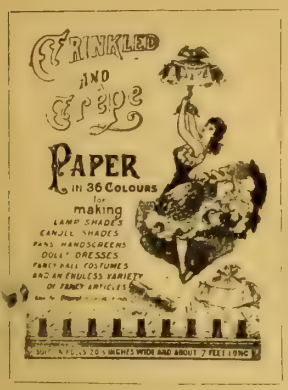
A new field in historical fiction is presented in "The Curious Career of Roderick Campbell," by Miss Jean N. McIlwraith, of Hamilton, whose "History of Canada" has been the preparatory work for her forthcoming volume, which will be issued by Messrs. Houghton, Mifflin & Co., Boston, early in March. It is a story of the uprising for the Pretender in Scotland and of the struggle between the French and English in New York and Canada for the possession of the Ohio Valley. A love story of chivalric quality is inwoven in an interesting narrative, and serves as a background for some attractive historical portraiture—Montcalm, Bougainville, St. Pierre.

MESSRS. HIBBEN'S VANCOUVER BRANCH.

Messrs. T. N. Hibben & Co., Victoria, B.C.'s pioneer firm of booksellers and stationers, have, since the establishment of the firm, in 1858, witnessed many changes in the trade, and in the course of events have absorbed numerous other business houses. With the commencement of the new century, however, they have now extended their operations to the city of Vancouver, having recently purchased from the British Columbia Stationery Co., of that city, their large and varied stationery stock. Mr. W. H. Bone is in Vancouver making all the necessary arrangements.

INDEX TO ADVERTISEMENTS.

	page.
American Fountain Pen Co	19
Auer Light Co	19
Barber & Bros., Wm	15
Barber & Ellis Co., Limited	15
Briggs, William	7
Brown Bros., Limited	7, 15
Buntin, Gillies & Co.	Outside back cover
Castell Bros., Limited	1
Confederation Life Association.	Outside back cover
Copp, Clark Co., Limited, The	2
Desbarats Advertising Agency	15
Dixon Crucible Co., Joseph	Outside front cover
Gage & Co., Limited, W. J	7, 19
Gillott, Joseph	11
Kelk, F. & E. W	19
Lyman, Henry L.	Inside back cover
Marshall, E. M	Outside back cover
Mathews, Arthur B	7
Morang & Co., Geo. N	1
Morton, Phillips & Co	7
Nerlich & Co	17
Payson's Indelible Ink	7
Pirie & Sons, Limited, Alex	11
Publishers' Syndicate, Limited, The	9
Revell Co., Fleming H	11
Roberts' Advertising Agency	15
Standard Crayon Co	15
Staunton, Limited	23
Tew, Richard	11
Turkish Steel Pen Co	11
United States Playing Card Co.	Inside back cover
Watson, Foster Co., Limited, The	21
Warwick Bros. & Rutter	Inside front cover, 11
Western Assurance Co	7



Crêpe Paper

of the

"DANCING GIRL" BRAND

is the only paper which gives satisfaction in making **Lamp and Candle Shades.**

Owing to the large variety of colors and styles, very artistic effects can be obtained by its use in decorating halls for social entertainments, and also for **Bazaar Booths,** etc. See Butterick's "Uses of Crepe and Tissue Paper."

To be had of all Wholesale Stationers and Fancy Goods Dealers.

HENRY L. LYMAN,

Canadian Agent, 12 St. Nicholas St., MONTREAL.

Handsome Cards—Quick Sales—Good Profits.

Dealers find that social leaders who entertain with cards are delighted with

"Congress" Playing Cards.

Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

They are widely advertised and are favorites everywhere.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

MacLean's Trade Newspapers

For a Paying Line on Your News Counter

THE CANADIAN GROCER
The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

HARDWARE AND METAL
The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

THE DRY GOODS REVIEW
Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

THE MILITARY GAZETTE
The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER
Official organ of the Canadian Press Association and The Employing Printers' Association.

THE BOOKSELLER AND STATIONER
The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co., Limited, MONTREAL and TORONTO.

WE now carry stock of note paper in octavo and colonial sizes of the well-known



Charta Damascena
AND
Original Damascena

WITH ENVELOPES TO MATCH.

Recent importations include:

"Diplomatic" Copying Boards.
"Richmond" Note Paper.
Melton Mounting Board, 28x44.
New assortments of Pencils and Penholders.

Our new line of Japanese Letter Copying Books are first-class.

Buntin, Gillies & Co.,
Hamilton.

Montreal Office—21 Mechanics Building, St. James St

SYSTEMATIC SAVING

Can be accomplished by taking out an

Unconditional Accumulative Endowment Policy

IN THE

Confederation Life Association

HEAD OFFICE - - TORONTO

Under this form of Policy a man can obtain complete protection or his family, while capital is built up from year to year, to be used by himself in his old age. The Policies are absolutely free from conditions, and contain liberal privileges as to Extended Insurance, Cash Surrender and Paid-up Insurance.

Rates and full information sent on application to the Head Office, Toronto, or to any of the Association's Agents.

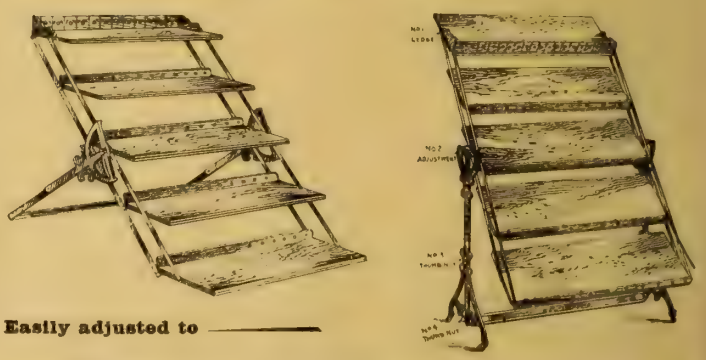
W. C. MACDONALD, Actuary

J. K. MACDONALD, Managing Director

"THE MARSHALL"

Up-to-Date

Adjustable Display Stand AND Window Dresser.



Easily adjusted to

More than 20 Different Positions.

Having a ledge on each of the shelves to support the goods when at different angles.

ORNAMENTAL, HIGHLY FINISHED, STRONGLY MADE.

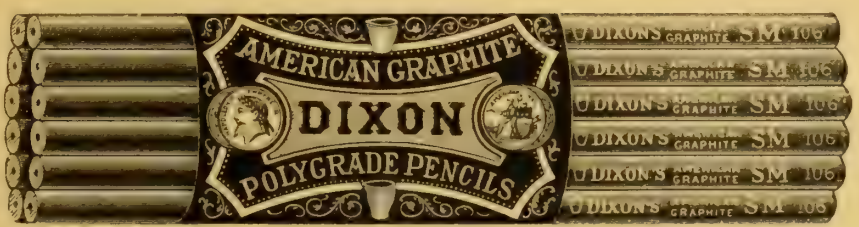
Manufactured by

E. M. MARSHALL, SARNIA, ONT.

Send for Catalogue and Prices.

BOOKSELLER AND STATIONER

APRIL



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

BOOKS, STATIONERY, FANCY GOODS, ETC.

THE McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A. M. HOWARD - DESIGNER

Raphael Tuck & Sons'

ART CALENDARS and BOOKLETS

Season 1901.

WE take pleasure in announcing that the advance set of samples of **Tucks'** celebrated line of **Calendars, Christmas Cards, Booklets, etc., etc.,** for this season's trade has just come to hand, and we can only say the range shows the same marked advance over those of former years that the publications of this firm are noted for.

Especially so does this apply to the low or popular-price lines.

Do not be persuaded into buying inferior goods when you can have **Tucks'** for the same money.

Our travellers will make their regular trips at the usual time. You will be amply repaid by making your selections from this famous line.

Designed and Printed in the Art Rooms of

Raphael Tuck & Sons,

LONDON, PARIS, BERLIN, VIENNA, NEW YORK

Warwick Bro's & Rutter,

TORONTO — **Sole Agents for Canada.**

AN UNMISTAKABLY GREAT STORY.

THE OCTOPUS

A STORY OF CALIFORNIA

BY FRANK NORRIS.

Cloth, $1.50. 650 pp. Paper, 75c.

This amazingly powerful novel is the first of a trilogy entitled, "The Epic of the Wheat." The novel deals with the struggle between the wheat-growers and the great Railroad Trust. But it is not merely local. It has the note of universality; it touches the deep springs of humanity's life. Vivid and powerful descriptions that leave the reader breathless; marvellous character painting; great fertility of ideas, are among its characteristics. Without doubt, this will be the great book of the year.

THE VISITS OF ELIZABETH

BY ELINOR GLYN.

Cloth, $1.50; - - Paper. 75c.

A keen satire on the follies and frivolities of the "smart set," given in the guise of a series of letters to her mother from a young girl. This book is the talk of London. It is sure to "catch on," and though it may be misunderstood, it will make its mark.

SOLDIERING IN CANADA

BY COL. DENISON.

Cloth, $2.00; Paper Edition, 75c.

The great success of "Soldiering in Canada," a book which should be read by everybody interested in the Canadian Militia, has encouraged the publishers to issue it in a cheap form. The unanimous opinion of the press on this book is that it is one of the most interesting ever published in Canada.

George N. Morang & Company, Limited

90 Wellington Street West, TORONTO

Quality Variety Quantity

OUR LINES:

HILL'S "FOR THE EMPIRE" CARDS

... ON TOP ...

"A pleasing freshness about these cards."

Originality
Most Suitable Words and Mottoes
Golf, Irish, Scotch
Patriotic, Children's
Comic Designs, etc.

Local Views
L'Art Moderne
Grey Suede Mounts
Whatman Mounts
Photogravures
Embossings
Poem Leaflet Cards

"Walker's"

A New Line to the Canadian Trade.

New Shapes
Odd Shapes
Ribbon Effects
Floral, Patriotic
New Tints and Shades

Hand-Painted
New and Novel Shades of Tinted Boards
Unique Embossings
Medalion "
Photogravures

Davidson Bros.

"SHOWY" CARDS.

Beautiful floral and landscape patterns of folding cards.

A nice range of Children's designs, also tinseled, tasseled and corded.

A splendid range of card assortments put up in handsome boxes.

Castell Bros.

"AUTOGRAPHIC" CARDS.

A line of cards of dainty landscape, floral and figure designs in Mono tint with colored ground; folding; boxed with envelopes for each card.

New Registered Easel Caskets.
Cheap Packets and Boxes.
The Best Values offered.

CANADIAN AGENTS, 4 ALL 4.

New Century Cards

THE HOUSE FOR Christmas CARDS

SEASON

The
COPP, CLARK COMPANY
Limited

64-66 Front St. West,
TORONTO, - CANADA.

1901

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, APRIL, 1901. No. 4.

TOPICS OF TRADE INTEREST.

THE Ontario Legislature is on the point of adjourning for the session and nothing more has been heard of the alleged free text book idea. It is doubtful if anything more ever will be heard of it. The story told to BOOKSELLER AND STATIONER is that the question came before the Government some time ago as part of the whole question of text books. One or two members of the Government, including, it is rumored —(although we do not vouch for this)—the Premier were in favor of some modification of the present system. The Minister of Education is supposed not to be in favor of free text books. So the matter rests. On this subject Mr. C. B. Scantlebury, of Belleville, writes us :

THE FREE TEXT BOOK FAD.

" I cannot but think that, while free publications would be a God-send to a certain few who really cannot afford to supply books to their children, it would create within the children a spirit of extravagance. As it has been and now is, parents warn their children to be careful of their books, assuring them of the cost of same, while I fear that few would be the parents who would take pains enough and think seriously enough of the public outlay to warn their children of being careful of publications supplied to them, as it were, free. For, as we all know, that which comes seemingly-easy goes likewise. Then, too, I believe the vast majority of parents would even go so far as to encourage their children, even after they had destroyed their books (which might have lasted so much longer with good care), to secure new books. I think economy in the distribution of free text books is next to impossible. Private enterprise can always be handled so much more economicaly than can, seemingly, public. As to the loss to the dealer, I cannot see that the school-book and the school-supply trade offer such remunerative profits that we need, as booksellers, worry over them. It is, however, a clean business, and usually comes at such a time in the year and during those seasons when we are not busy in other lines, so that it is, to a certain extent, desirable trade, which we, as booksellers, should look after."

***

Not only in Ontario, but in British Columbia, the question has lately been discussed, and a contemporary, The Trade Budget, says : " The question of supplying school children with books free, or, establishing a Provincial printing house to publish all books used in the schools of the Province ; and these books then to be supplied to the children at cost of production, has been agitated now and again from the platform and through the press.—A similar agitation swept California some years ago, and resulted in establishing a State printing office at Sacramento. The plant originally cost $30,000. It has been continually added to, until to-day, the total appropriations on this head alone amount to the stupendous sum of $250,000. Last session of the Legislature, owing to complaints and general dissatisfaction, appointed an investigating committee. One of the committee was appointed to a good job by the State printer and the balance of the committee conducted the investigation very indifferently, yet it was proven conclusively that the establishment had many incompetent men, with political pull, that the books were inferior quality, and costing to produce from 15 to 60 per cent. more than they could be purchased in open market. Before British Columbia takes any action on this important matter, it would be well to look thoroughly into the experience of other States and Provinces."

A WESTERN OPINION.

***

As this issue goes to press the members of the booksellers' section of the Toronto Board of Trade are holding a meeting to consider copyright. A report has been drawn up by the sub-committee, of which Mr. A. W. Thomas is chairman, and this will be discussed. The most important point in the report as affecting the retail dealer is its announcement that the Canadian Act of 1900 is in force. This appears from the fact that the power under it given to the Minister of Agriculture to prohibit all outside editions of a book issued here by license has already been exercised. The Minister has exercised the power in the case of Gilbert Parker's book " The Lane that Had no Turning." No other than the Canadian edition of this book can come in—except as provided in the Act of 1900. Our readers will recollect that we always contended this Act to be in force and urged compliance with its provisions as a measure of business safety.

COPYRIGHT IN FORCE.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

CONGRESS OF LIBRARIANS IN TORONTO.

At the first meeting of the Ontario Library Association, held in Toronto on April 8 and 9 at the Education Department, the following were present: James Bain, Toronto Public Library; H. H. Langton, University of Toronto Library; R. J. Blackwell, London Public Library; E. A. Hardy, Lindsay Public Library; A. B. Macallum, Canadian Institute, Toronto; R. T. Lancefield, Hamilton Public Library; W. Tytler, Guelph Public Library; W. Geo Eakins, Osgoode Hall Library; Wm. MacWilliam, Knox College Library; E. W. McCallum, Toronto Junction Library; Carrie A. Rowe, Brockville Public Library; Lois Saunders, Queen's University Library; Hy. Robertson and Frank B. Gregory, Collingwood Public Library; R. Neilson, Ayr Public Library; W. P. Robertson, St. Catharines Public Library; E. Egerton Ryerson, Toronto Public Library; W. J. Kelly, Brantford Public Library; J. F. McLaughlin and L. Horning, Victoria University; Florence White, McMaster University Library; Sarah D. Willis, Uxbridge Public Library; Effie A. Schmidt, Berlin Public Library, and others.

MR. LANCEFIELD'S PAPER.

Mr. R. T. Lancefield read a paper on "Modern Library Methods and Appliances for Small Libraries." After giving an interesting discourse on the development and advantage of free libraries, he gave his opinion as to what an ideal library would be, as to the arrangement of books, rooms, etc., and discussed the different methods of classification of books employed. The arrangement of the papers, magazines, etc., was also touched upon.

In the discussion following, the wisdom of opening the shelves to the public was a subject that all appeared interested in. The general impression was that all but the fiction and juvenile shelves should be open to all. One speaker said that it was not always best to buy from local dealers. They could only get those books cheap that were not worth buying.

In the absence of Mr. W. H. Keller, of Uxbridge, Mr. Nutting, secretary of that library, read his paper on the "Character of Books for a Small Library." He went through each of the classes, religious, scientific, humorous, fiction, etc., giving a number of authors of each, and pointing out the difficulty in selecting books for each class.

A number of speakers were heard on the paper. It was agreed by all that either a monthly or quarterly list should be regularly published of the books that would be best for the libraries. Mr. James Bain was of the opinion that it was the Government's duty to distribute such a list. Mr. R. J. Blackwell thought it should be published in THE BOOKSELLER AND STATIONER which went to all the libraries as well as to the local dealers. The difficulty in getting the right books was often caused by unqualified members of the library board being sent to the cities to select books.

MR. BAIN'S ADDRESS.

In the evening, Mr. James Bain, jr., delivered an admirably practical address on the basis, extent and methods of library work in Ontario. This Province, he showed, possessed 459 libraries. Of these 118 are supported by the municipalities; 253 depend on fees. The books number 918,022 volumes. In 1900 the issue of books was approximately 2,376,237, or more than one volume per head of population. The total expenditure was $178,642. The smaller libraries, numbering 360, represented an average expenditure during 1900 of about $387 per library, of which $100 might be taken to represent the average Government grant. Of these, 103 had under 1,000 volumes, 128 from 1,000 to 2,000 and 115 from 2,000 to 5,000. Mr. Bain pointed out the extremely narrow financial basis on which these institutions were at present conducted and the difficulty of proper management under existing circumstances. He threw out one or two suggestions for discussion. One was that the county might take over the libraries within its boundaries and that a trained young lady librarian could inspect them regularly and introduce all the newer methods. Another plan was that the Provincial Government should cease aiding the smallest libraries and devote the money to travelling libraries of 100 or 200 books, thus insuring to localities three or four times a year a supply of new books. The proper method of shelving, cataloguing and binding the volumes, the question of periodical literature, reference libraries, library extension, were stated to be some of the problems confronting librarians. Mr. Bain concluded with reiterating his belief that the present moment, at the opening of a new century, and with the inspiring example of Mr. Carnegie before the eyes of the public, was most opportune and propitious for establishing public libraries on a stable and efficient working basis.

Papers on "Canadian History," by Mr. Langton, "The Influence of Scenery on National Character and Literature," by Mrs. S. Frances Harrison, and "Canadian Poets and Early Editions of Their Works," by Mr. C. C. James were read.

On Tuesday, April 9, the meeting reassembled, and the following programme was discussed: "The Needs of a Small Library," by Miss M.C. Budge, Port Hope; "Travelling Libraries," by Prof. A. B. Macallum; "An Outline Programme of the Work of the Ontario Library Association," by Mr. E. A. Hardy, B.A., Lindsay, "The Library and the School," by Mr. A. H. Gibbard, B.A., Whitby.

ELECTION OF OFFICERS.

The officers for the year were then elected: President, James Bain, jr., Toronto; 1st Vice-President, H. H. Langton, B.A., Toronto; 2nd Vice President, R. J. Blackwell, London; Secretary, E. A. Hardy, B.A., Lindsay; Treasurer, A. B. Macallum, M A., Ph.D., Toronto; Councillors, W. Tytler, B.A., Guelph; R. T. Lancefield, Hamilton; Avern Pardoe, Toronto; Judge Macdonald, Brockville; Henry Robertson, Collingwood.

NEW MUSIC.

According to the Anglo-Canadian Music Publishers' Association, Toronto, six of the most popular pieces of music just now are:

"His Majesty the King," by St. Quentin.
"Heroes and Gentlemen," by Peskett.
"Violets," by Ellen Wright.
"Toys," by Gerald Lane.
"A Frangesa," march, by Costa.
"Marche Electrique," by Berger.

Whaley, Royce & Co., Toronto, report the following as among the best sellers:

"In a Garden of Roses," waltz, by Arthur Wellesley.
"The Resurrection," song, by Harry Rowe Shelly.
"Hosanna," song, by Jules Granier.
General Easter Church Music.
New Songs of the University of Toronto.
Royal Crown Folio of Music.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - - 232 McGill Street, Telephone 1255.
TORONTO - - - - - - 10 Front Street East, Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C., W. H. Miln.
MANCHESTER, ENG. - - - 18 St Ann Street. H. S. Ashburner,
WINNIPEG - - - - Western Canada Block. J. J. Roberts.
ST. JOHN, N.B. - - - No. 3 Market Wharf, I. Hunter White,
NEW YORK. - - - - - - 176 E. 88th Street.

Subscriptions, Canada and United States $1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address { Adscript, London. Adscript, Canada.

BOOKS AND PERIODICALS.

W. J. GAGE & CO.'S LIST

W. J. Gage & Co. have secured an unusually strong book in "God's Puppets," by Imogen Clark. A story of 18th century life, it is a strikingly romantic tale. The title is taken from a line in "Pippa Passes," "God's Puppets Best and Worst are We." In the delineation of her characters she illustrates this title and weaves a most fascinating story. An English officer, an old Dutch minister and his daughter, and Peggy Crewe—a New York society belle, are the principal characters. "Peggy," gay, piquant, charming and wayward, causes many complications. The horse race and the duel form highly dramatic scenes in a book which overflows with vigorous life.

The announcement is made of the publication on this continent of Miss Fowler's new novel, which Gage & Co., will issue in Canada. Her wonderful success in "Concerning Isabel Carnaby," "The Farringdons," and "A Double Thread," assure a wide sale for anything from her pen. It is a social study of life in the upper middle class of English society.

A rising Canadian writer whose work will surely win great popularity is A. R. Ropes. His new book is a thrilling story of Russia entitled, "On Peter's Island," which Gage & Co. will issue immediately.

The leading book in New York and Montreal is Zangwill's "Mantle of Elijah." "Stringtown on the Pike" is steadily increasing in popularity, and the United States publishers expect it will be a leader in the Summer fiction sale. It is already the best selling book in a number of southern and western cities.

MORANG & CO.'S LIST.

A remarkable novel is "The Octopus," by Frank Norris, shortly to be issued by Morang. A Californian railway is the "Octopus," and the story—which is long, exciting and full of varied incident—brings before us the whole question of "the railway problem," now so common a theme in Canada. In fact, it would not be at all surprising if the book got talked about a great deal during the next six months, so that the sale would be affected, in the same way that "Peter Sterling" and similar novels—half-political, half-love story—have become the vogue. The heroine in "The Octopus" is Hilma, a magnificent specimen of womanhood, and the hard phases of corporation greed are thrown into strong relief by one of the characters in the story, a poetic mystical chap. The fight of popular interests against tyrannical railways makes this quite a captivating book and we expect to see it sell well. Norris' other books are "McTeague," "Moran of the Lady Letty," etc., but this is his strongest piece of work.

"The Visits of Elizabeth," purport to be the letters of a bright, innocent, handsome girl of 17, who, for the first time, goes out into the world on a succession of visits to her aristocratic relatives. A sentence or two at the very start explains that Elizabeth's family tree went back to the Conqueror and she numbered two countesses and one duchess among her relatives. This clever opening sentence at once localizes the story. We know we are to expect English country houses with smart, rich, leisurely people killing the time in various ways, and we are taken across the Strait of Dover to visit Elizabeth's relatives, equally fashionable in the country in which the capacity to be "chic" is perhaps ranked higher than the faculty of being virtuous. Elizabeth is a mere mouthpiece through which the authoress, Elinor Glyn, gives us a picture of the follies and flippancies and supposed passions and intrigues of the idle rich. The volume is lively and clever all the way through, and it adopts the popular craze for writing novels by means of letters, perhaps with more ability than is shown even in "The Englishwoman's Love Letters." The frontispiece is a portrait of the heroine.

Morang & Co. also announce for early publication, "Every Inch a King," by Josephine Caroline Sawyer. This is different from many modern historical novels, in that it is not a story of duels and hairbreadth escapes, but is more a study of character. The hero is Henry V. of England. It is not only a charming story, but gives an accurate picture of mediaeval life. It is dramatically told and the powers of good and evil strive for the mastery, while love runs through it all. The scene is laid in the English court and among the old nobility, the Royal Beauforts and Mortimers, the Hollands and the Nevilles.

The Monthly Review for April keeps up its character with some fine editorials and articles, among the subjects being: "Civil Service and Reform"; "Sir R. Hart on China," by Capt. Younghusband; "Native Problems in New Colonies"; "In Defence of Reynolds," and "Reflections on the Art of Life." It also contains an interesting examination of the distribution of British ability throughout the various localities of the British Isles.

The edition in paper at 75 cents of Colonel Denison's "Soldiering in Canada" is now ready. It contains the illustrations which accompanied the cloth edition, and is in every way an attractive book. It should sell well through the Summer, as it makes good reading, being as lively and interesting as many a novel, and will now be got-at-able by those who felt indisposed to pay $2 for it.

"A new edition of "The Travels and Adventures of Alexander Henry"—with notes and a biographical introduction by Mr. James Bain, jr., the accomplished librarian of the Toronto Public Library, is shortly to come from the Morang press. Henry's book is one of the most intensely interesting narratives ever written by an adventurous fur-trader among the Indians. It has long been out of print and practically inaccessible to the general reader. To those who collect Canadian books, the new edition will be in the nature of an event. Mr. Bain's notes and biographical data are valuable and on a par with the merits of Henry's book. The edition will be a fine one, retailing at $3.50. Every library will need one.

WM. BRIGG'S LIST.

There will be many to declare Eden Phillpott's "The Good Red Earth," the most charming love-story written since "The Lilac Sunbonnet." Indeed, the story is one to take its place along with that delightful idyll and Blackmore's matchless "Lorna Doone." Like the latter, it is a tale of Devonshire, full of the scents of the apple orchards, among which the story moves. Nothing could be more alluring than the love-making between Sibella Hattaway and her lover, Richard Gilbert, with its romantic denouement. A new character is added to literature in the sleek and rubicund peddlar and preacher, Alpleus Nerote, a sanctimonious but exceedingly clever-scheming rascal, whose encounters with the choleric Squire make good reading. The mingling of wit and wisdom, of caution and audacity, of craft and cunning, is decidedly rich. Indeed, it is doubtful if a better piece of character-sketching has been done since Dickens laid down his immortal pen. The characters all are more than commonly good, and the delightful descriptive passages with which the book abounds give it a charm that does not soon close its spell on the reader.

The Canadian edition of "Ralph Marlowe," by James Ball Naylor, a book that has been an instant success in the United States, will be ready early this month. The story is a worthy successor to "David Harum" and "Eben Holden." A competent critic considers it one of the best real, humor modern stories that has been written for a long time," and declares that "'Ralph Marlowe' is as homely and pleasing as 'David Harum,' and has the sweetness and richness of 'Eben Holden.'"

A remarkable feature in the literature of recent years is the brief existence of the "popular novel." With hardly an exception the stories pass within a year or two—or even a few months—out of sight and mind. Their course is as the comet's, brilliant but brief. Short-lived glories, they are written hurriedly, read with feverish haste, and buried quickly. It would

BOOKS AND PERIODICALS—Continued.

be interesting to know if one in fifty or even one in a hundred of these "prime favorites," these "books of the month" will be read fifty years hence. The continued demand for "David Harum," however, arouses speculation as to whether that work is to escape the common graveyard of literary hopes. We are interested to learn that yet another edition of a thousand copies has just been issued by the Canadian publisher.

There are stories that are "readable," "pretty," "delightful," "absorbing," and so on up the gamut of adjectives, from simple endurance to rampant enthusiasm. There are others, rare comers, that are read quietly and deliberately, with subtle enjoyment that finds expression only in the word delicious. Such is J. P. Mowbray's "A Journey to Nature," just issued by Doubleday, Page & Co., of New York, and William Briggs, of Toronto. It may be called "the business man's novel," as it deals with the experiences—told by himself—of a young Wall street broker who, alarmed by premonitory symptons of heart-trouble, yields to the advice of his doctor, and, taking his little son with him, buries himself in the country. The story thereafter concerns the health-seeker, young Charlie, their yellow dog Lilah, and Griselle, the daughter of a neighboring farmer, redolent of the aroma of lilacs, and who supplies the golden thread of romance that runs through the story. The Doctor, too, is a rare spirit, whose visits are like bursts of sunshine. The volume must at once give the author a place in the first rank of contemporary American writers. Besides its rare feeling for nature there is quiet humor, keen insight, and a sincere expression of what is vital and human that give it rare distinction. The papers which form the foundation of this charming story created an extraordinary amount of attention when published serially in The New York Evening Post.

Harrison Robertson's new novel: "The Inlander," is a dramatic story of love and jealousy, the scene of which is Louisville, Ky. The characters are strongly drawn, the action is brisk, the situations are full of intense and emotional interest. The book is a noteworthy successor to the author's "Red Blood and Blue."

"Souls of Passage," Mrs. Barr's new book, is a story of reincarnation, a theory, if not a belief the author is said to have always had much at heart. The novel has been long in her mind and has written itself. Mrs. Barr's stories have of late been more and more successful, and her greatly increased audiences are not likely to be in any way disappointed in this her latest literary venture.

A story whose place will be well up among the leaders in the strenuous race for popularity this year is "John Vytal," by William Farquhar Payson. The scene is laid in the ill fated colony planted by Sir Walter Raleigh on the Island of Roanoke, off the coast of Old Virginia. The mysterious disappearance of that colony has been an enigma to the historians. The author has a theory of his own that he puts forward in the story.

Other books to tempt that much-sought man, the "reader," are "The Eternal Quest," a strong novel by James Stewart, author of "The Minister of State"; "Understudies, by Mary E. Wilkins, author of "The Heart's Highway"; and "Martin Brook," by Morgan Bates.

THE COPP, CLARK CO.'S LIST.

Several notable works of fiction are promised by this publishing house, either immediately or in the near future. "Her Mountain Lover," by Hamlin Garland, will be on the market after Easter. The story, which is fresh and diverting, relates the experiences of a young Colorado miner, "Jim," who goes to England to float a mining company. "Jim's" humor and style are thrown into picturesque contrast with English conventionality.

Max. Pemberton's usual vein of modern romance is well sustained in his "Pro Patria." A tunnel is being secretly dug under the English channel by French engineers preparatory to an invasion. The hero is a young English officer in love with the daughter of the Frenchman in charge of the work near Calais. That he is true to his country and wins his love at the same time goes without saying.

A new book of humor by Jerome K. Jerome will be welcomed. Its title is, "The Observations of Henry." "Henry" is a waiter, and his reflections extend over a series of short tales all connected together, and said to embody some of this writer's most refreshing fun. The volume will be embellished by five or six color-process illustrations.

In "The Devil's Plough," a new writer, Anna Farquhar, has produced a deeply entertaining historical romance. Twin brothers, alike in form and feature, the one a soldier in the service of France, the other a priest, furnish a rather unique situation. The soldier being murdered the priest is forced by circumstances to play a double part, to personate the missing man while sustaining his own place in life. In his military capacity he fights a duel and becomes attached to a lady whose husband is a prisoner in the Bastile. Finally, he has to choose which position he shall fill, and he decides in favor of a missionary career in Canada or New France.

Another new novel is "The Lone Star Rush," by Edmund Mitchell, a tale of gold-mining in West Australia. It is said to possess the Australian characteristics of dash and rapid incident.

By May 1, the Copp, Clark Co. expect to issue "The Helmet of Navarre," the romance by Bertha Runkle, which has been so deeply stirring readers of the Century Magazine. It keeps the reader breathless with eager interest. The stirring period of the League in France, when Henry IV. was at the gates of Paris, provides the necessary highly colored background. Twelve full-page illustrations enrich the book.

All the above-mentioned novels, though produced in cloth at $1.50 in the United States, will be placed on the Canadian market at $1.25 cloth, and 75 cents paper.

The long promised novel, "The Crisis," by the author of "Richard Carvell," is expected to be out this month or next. The scene is laid in St. Louis during the Civil War. The book is in no sense a sequel to "Richard Carvell," yet, the heroine is Virginia Carvell, a great grand-daughter of Richard, and therefore, pleasantly recalls that excellent historical tale.

The publication of Holmes' "Life of Queen Victoria," has been postponed, but it is expected to be along soon. It will retail at $2, in cloth only.

Another work which the publishers have on their list is the second of Zola's quartette of works: "Fruitfulness," "Work," "Truth," and "Justice." "Work," is of absorbing interest as a story, and deals with the struggle between capital and labor in France.

Several additional new novels are: "The Church of Humanity," by David Christie Murray; "The Baron's Sons," by Maurice Jokai; "Edward Barry," by Louis Becke; and two of the latest issues in Longman's Colonial Library, "Anne Mainwaring," by Lady Ridley, and "Ballast," by Myra Swan.

PUBLISHERS' SYNDICATE'S BOOKS.

The Publishers' Syndicate, Limited, Toronto, have announced several forthcoming books of more than usual interest. In one case the author is a young Canadian, Mr. F. Clifford Smith, who has already a name as a successful writer of short stories, and who has also published one successful novel. Another of the promised good things is a novel by Dr. Barry, whose "Arden Massiter" was so well received in Canada last year. A third work of much interest is by Hamilton Drummond, whose romantic tales have placed him high in the list of contemporary writers of fiction. These three publications may be counted among the coming successes of the present season.

Mr. Clifford Smith's story, "A Daughter of Patricians," is a clever tale of Lower Canadian life, exciting in its events and remarkable in its applicability to current events. It is a story of a young and unknown musician who dares to fall in love with the only daughter of an aristocratic French family. Having no hope of gaining consent to their union, the young couple elope, and seek marriage at the hands of a priest of their faith, that of the Roman Catholic Church. On account of the circumstances, the ordinance is denied them, whereupon they succeed in being married by a Protestant clergyman. From this fact

SPRING PUBLICATIONS

Selling at the rate of 1,000 per day:

The King of Honey Island

By MAURICE THOMPSON,
Author of "Alice of Old Vincennes."
Paper, 75c.; Cloth, $1.25

Ralph Marlowe

The Book of the Month.

By JAMES BALL NAYLOR.

"Ralph Marlowe is as homely and pleasing as 'David Harum,' and has the sweetness and richness of 'Eben Holden.'"—Baltimore American.
Paper, 75c.; Cloth, $1.25

John Vytal

By WILLIAM FARQUHAR PAYSON.

A thrilling story of the time of Elizabeth.
Paper, 75c.; Cloth, $1.25

The Inlander

By HARRISON ROBERTSON.
Paper, 75c.; Cloth, $1.25

Lest We Forget

By JOSEPH HOCKING,
Author of "The Purple Robe."
Paper, 75c.; Cloth, $1.25

Souls of Passage

By AMELIA E. BARR.
Paper, 75c.; Cloth, $1.25

The Eternal Quest

By JAMES STEWART,
Author of "A Minister of State."
Paper, 75c.; Cloth, $1.25

The Good Red Earth

By EDEN PHILLPOTTS,
Author of "Children of the Mist."
Paper, 75c.; Cloth, $1.25

Understudies

By MARY E. WILKINS,
Author of "The Heart's Highway."
Paper, 75c.; Cloth, $1.25

The Maid of Maiden Lane

By AMELIA E. BARR,
Paper, 75c.; Cloth, $1.25

Fuel for Fire

By E. THORNEYCROFT FOWLER,
Author of "A Double Thread."
Paper, 75c.; Cloth, $1.25

How We Kept the Flag Flying

The story of the Siege of Ladysmith. By DONALD MACDONALD, The Melbourne Argus War Correspondent.
Cloth, $1.25

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	**$2,000,000.00**
Capital - - -	**1,000,000.00**
Assets, over - -	**2,340,000.00**
Annual Income -	**2,290,000.00**

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Standard Commercial Works.

Matte's Interest Tables,
At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,
By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,
At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.
At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1 12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,
Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $1.00

Buchan's Sterling Equivalents and Exchange Tables,
Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),
Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,
A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,
Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

POPULAR LINES IN OFFICE STATIONERY.

We carry full stock of the following:

Koh-i-noor Pencils,
Koh-i-noor Tracing Cloth,
Seccotine*— *Large and Small,
Melanyl Marking Ink,
Transparnet Adhesive Tape,
Rubber Bands*— *Grosses and ¼ lbs.
Paper Binders*— *New lines,
Shelf Paper*— *White and Colored,
Arnold's Ink,
David's Ink,
Higgins' Drawing Ink,
Fancy Waste Baskets,
Cash and Document Boxes,
Wirt Fountain Pens,
Sterling Fountain Pens,
Writing Tablets and Pads,

PEN CARBON LETTER BOOK,

No Water, no Press, any Ink, any Paper.

While we keep all the best makes of paper, we make a specialty of the following:

Maple Leaf Bond,
Astoria and Alberta Bond,
BB Bank Linen,
Wellington Ledger,
Maidstone Kent Ledger. .
New Century White Wove,

This is a new first-class Paper at low price.

Folios, Caps—all weights. Our Flat Ledger, Bond, and Linen Papers—very complete and call for special notice.

Esterbrook Pens*— *Stock always full.

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,
51-53 Wellington St., W.,
TORONTO.

BOOKS AND PERIODICALS—Continued.

springs the story, for the legality of the marriage is denied by their Church and trouble ensues. The remarkable feature of the novel lies in the fact that since the book went to press the situation upon which it is based has been repeated in every detail in the now celebrated Delpit marriage case. The book should have a very large sale.

Dr. Barry's novel, "The Wizard's Knot," is a powerful and splendidly written story—the best that this strong writer has yet published. It is a story of Ireland, and such a story as none but an Irishman, deep in the heart knowledge of his countrymen, could have written. Words cannot briefly describe the pathos, the depth and the witchery of the tale, so full is it of the warm and romantic imagery of the Irish nature. It is a great book. No story like it has been written in recent years, and no one has so truly sounded the deeper notes of the Irish peasant character as has Dr. Barry in this book. The reviews of English critics who have read the novel stamp it as a novel of the highest type, and as such it will be welcomed by Canadian readers.

"The Seven Houses" is the name of Hamilton Drummond's new book, which will shortly be issued by The Publishers' Syndicate. Mr. Drummond may be congratulated on this work, which is a romantic novel of the best type. He has a sure touch, good control of his characters, a wealth of adventure, and, above all, a force in his descriptions which marks the masterhand. His plot, too, based as it is on the horoscope of an astrologer, is unique and attractive, and his new book will confirm his reputation as the leading writer of the day in the field of romantic fiction.

"Monsieur Beaucaire," that most delightful of short novels, has run through its first Canadian edition and the second is now ready for the market. Booth Tarkington's charming story has already reached a sale of 60,000 in the United States, and its sale is increasing in Canada as each week goes by. The Canadian edition is issued by The Publishers' Syndicate.

"The Love Letters of Dorothy Osborne to Sir William Temple," were recently issued in Canada by The Publishers' Syndicate, and are selling rapidly. They are recognized as among the finest specimens of epistolary literature in the language, and should be seen by every lover of good style and charming writing.

The Publishers' Syndicate may be said to issue more fine nature books than any house in Canada, and their list, as published in this issue, is worth studying.

MORANG'S EDUCATIONAL BOOKS.

Allusion has already been made to the school and college text-books issued by Morang & Co. for use in Canadian institutions. These are remarkable in more than one respect. They are, in the first place, excellent examples of bookmaking in regard to clear type, illustration, paper and neat binding. Secondly, while not bearing the look of cheap books they sell at low figures. Then, they are new books, that is, embody the latest scholarship imparted by names well known in the literary and educational world.

Among the most recent issues in the classical series are an edition of "Cornelius Nepos," edited by Dr. Roberts, with maps, illustrations, notes and exercises, etc. (Cloth, 170 pp. 35c.) An edition of the first book of "Virgil's Aeneid," edited by P. Sandford, M.A., with notes, vocabulary, illustrations, etc., has also been issued at 35c. The fourth and fifth books of "Caesar's Gallic War," edited by St. J. B. Wynne Willson, M.A., with retranslation exercises by W. L. Grant, M.A., of Upper Canada College is another new issue in the series.

In the English literature series, editions of Scott's Lay, with illustrations, etc. and notes by W. J. Rolfe, Litt. D.; two plays of Shakespeare; namely, "The Merchant of Venice" and "Richard II.," edited by H. L. Withers, B.A., and C. H. Herford, Litt. D. respectively, have also been lately published.

Those who wish to bring these text-books to the attention of teachers and trustees can have specimen copies sent free by applying to the publishers, who have also lists and other explanatory data which will be of service to the dealer.

THE MONTREAL TRADE.

From BOOKSELLER AND STATIONERS' Special Correspondent.

MONTREAL, April 3.

BUSINESS in books is quiet and has been so every day of the past month. Inactivity is generally the outstanding feature of the book trade in March and April, but it seems to be accentuated this year. This is partly due to the paucity of new fast-selling goods. There has been no popular work for the seekers of new books during the past three months. As a result interest is reviving in the publications that have been tried and tested in previous seasons. McMillan's "Elizabeth and Her German Garden" is just one of these works. It takes the place of a new book with the bookseller, for, if it is not recommendable because it is new, its literary excellencies and ability to interest can be lauded up to the selling point. It is going principally in the 50-cent edition, but there is a noticeable call for the $1.75 and $2.50 editions. "A Solitary Summer," by the same author also finds some takers.

"The Englishwoman's Love Letters" is still prominently to the fore and it is the general opinion of the bookselling public it is meeting with all the success it deserves. But now its partner comes forth. Mr. Chapman has imported a number of copies of "An Englishman's Love Letters," and the sale of this book will test the impression, favorable or unfavorable, that its predecessor has left upon the book-lover's mind. It is a dainty little 75-cent book, bound in vellum with a pink ribbon attachment. Evidently "he" did not write as much as "she."

Among other books that are still popular are: "The Duke," "The Cardinal's Rose" and "The Mantle of Elijah." "Eben Holden" maintains a strong hold on the trade yet. "L'Aiglon" is being read by the theatre-going public, preparatory to the coming of the famous Bernhardt. It is being handled in both French and English editions.

The paper books are "The Inimitable Mrs. Massingham," by Herbert Compton (colonial edition), "The Devil's Plough," by Anna Farquhar (Copp, Clark & Co.,) and "The Third Floor," by Mrs. Dudeney (Gage & Co.)

But the new cloth books are perhaps more important. There is "Irene Petrie, Missionary to Kashmir," by Mrs. Ashley Carus-Wilson (Fleming H. Revell); "Babs, The Impossible," by Sarah Grand, "Miss Clyde," by Julien Gordon (Appleton's), and "The Visits of Elizabeth," by Elinor Glyn (John Lane, New York.) Stephen Phillips' works are gradually increasing in sale with literary people, and dealers can afford to push them while the prices are high. "Herod" is at present being sold for $1.50.

Owing to the dearth of fast-selling 75-cent books, booksellers are importing some special lines to keep the book trade moving. F. E. Grafton & Sons have a good cloth edition, published by the American News Co., which retails at 75 cents and shows exceptionally good value. The titles are all of the best including, "Barabbas," "Dash for a Throne," "Sherlock Holmes," "A Gentleman of France," and other names bearing a prestige.

Many book publishers, both Canadian and English, have congregated in the city during the last few days. This is their regular spring trip. As a result, Mr. Brophy, of the Montreal News Co., will soon have some announcements to make to the trade in regard to forthcoming books.

Mr. Elbert Hubbard, of East Aurora, N.Y., the founder of the famous Roycroft School, gave an interesting lecture in Karn Hall on the evening of March 22. The lecture was not well attended, yet it was pleasing and eminently instructive. An exhibition of the Roycrofter's works was afterwards held in Chapman's bookstore, when many visitors had the pleasure of viewing the collection. It included a terra cotta bust of Mr. Hubbard, done by one of his pupils and presented to Mrs. Hubbard.

Mr. Chapman reports that he has already experienced quite a demand for Baedeker's Guide Books to Europe. The inquiries are coming principally from Toronto and the West. Mr. Chapman has worked up quite a trade in these works, and has shown what a retailer can do in the way of handling a Canadian agency.

Price-cutting in the retail stores is now being confined to a few of the leading books. Mutual jealousy among the retailers, rather than departmental competition, seems to be the root of the evil.

W. Drysdale & Co. will move in a week or two from their present quarters to more commodious premises at the corner of Drummond and St. Catharine streets. F. E. Grafton & Sons are busy resettling in their renovated store on St. James street, where their customers will find them snugly housed.

E. H. C.

April 3, 1901.

The well-known firm of T. N. Hibben & Co. are about to start a paper-box factory in Victoria, B.C. The machinery has already arrived.

New Books and Nature Books.

MONSIEUR BEAUCAIRE

By BOOTH TARKINGTON

Author of "The Gentleman from Indiana."

Mr. Tarkington's new story has already reached a sale of nearly 60,000 copies in the United States, and has exhausted its first Canadian edition in little more than a month. It is a delightful little drama, stirring in its rapid incident, charming in its dialogue, and altogether artistic in its conception.

Illustrated in two Colors; Cloth Only, $1.00 net.

THE LOVE LETTERS OF DOROTHY OSBORNE

A new edition of the letters of Dorothy Osborne to Sir William Temple, 1652-54, letters which may be ranked among the classics of the English language. Lord Macaulay, in writing of them, said:—"We only wish that there were twice as many. Very little indeed of the diplomatic correspondence of that generation is so well worth reading."

With Frontispiece; Cloth Only, $1.25.

A DAUGHTER OF PATRICIANS

READY ON APRIL 15th.

By F. CLIFFORD SMITH

Author of "A Lover in Homespun," etc.

Mr. Clifford Smith has struck a very strong note in his new novel, the scene of which is laid in Canada. A remarkable feature of the book is that its plot hinges on a situation which has, since the book went to press, been strikingly exemplified in real life by the Delpit marriage case. The curious marriage law upon which that action is based forms the keystone of its dramatic incidents.

Illustrated; Cloth, $1.25; Paper, 75c.

THE WIZARD'S KNOT

Ready on April 15th.

By DR. WM. BARRY

Author of "Arden Massiter," "The New Antigone," etc.

Of this powerful novel The Scotsman says:—"'The Wizard's Knot' is a romance of rare intensity of pathos, of tragic power in the delineation of passion and its consequences, and of exquisite tenderness in its treatment of love and sin and suffering. Anyone who wants to read the depths of Irish character with eyes of sympathy, will thank Dr. Barry for this true and tender romance. In everything but form it is a beautiful poem. There has been nothing finer for a long time in imaginative fiction."

Cloth, $1.25: Paper, 75c.

NATURE BOOKS

Wasps and their Ways, by Margaret W. Morley. An accurate yet popular work. **Illustrated; Cloth, $1.50.**

How to Know the Wild Flowers, by Mrs. William Starr Dana. New edition with many fine colored plates. **Cloth, $2.00.**

Our Native Trees, by Harriet L. Keeler, profusely illustrated. **Cloth, $2.00.**

Bird Homes, by A. R. Dugmore, beautifully illustrated with colored and half-tone plates. **Cloth, $2.00.**

How to Know the Ferns, by Mrs. Parsons (Mrs. Dana), with many half-tones and drawings. **Cloth, $1.50.**

Flame, Electricity and the Camera, by George Iles. New Edition. Illustrated in black and colors. **Cloth, $2.00 net.**

LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited

7 and 9 King St. East, TORONTO.

CASTELL BROTHERS

LIMITED

Wholesale Stationers,

LONDON, ENGLAND,

DESIRE TO INFORM THE CANADIAN TRADE THAT

Plashwater Weir Mill

registered as a trade mark for writing paper in Canada is their property.

Castell Brothers will institute legal proceedings against any firms, whether wholesalers or retailers, who infringe their rights by supplying paper with this title not emanating from their establishment. For the time being there is no Wholesale Agent appointed for the sale of this paper in Canada---it can at present only be procured from

Castell Brothers, Limited, London, England.

SAMPLES AND PRICES SENT ON APPLICATION.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE

1. "Dr. North and His Friends," Mitchell. Copp.
2. "Eben Holden," Bacheller. Poole.
3. "The Master Christian," Corelli. Briggs.
4. "Lords of the North," Laut. Briggs.
5. "In the Palace of the King," Crawford, Copp.
6. "Richard Yea-and-Nay," Hewlett. Copp.

VANCOUVER.

1. "An Englishwoman's Love Letters." Morang.
2. "The Cardinal's Rose," Sutphen. Briggs.
3. "The Mantle of Elijah," Zangwill. Gage.
4. "Lords of the North," Laut. Briggs.
5. "The Master Christian," Corelli. Briggs.
6. "History of the Boer War," Doyle. Morang.

STRATFORD.

1. "Richard Yea-and-Nay," Hewlett. Copp.
2. "The Cardinal's Rose," Sutphen. Briggs.
3. "Alice of Old Vincennes," Thompson. Briggs.
4. "Eben Holden," Bacheller. Poole.
5. "Eleanor," Ward. Briggs.
6. "Mooswa," Fraser. Briggs.

BRANTFORD.

1. { "In the Palace of the King," Crawford. Copp. / "Richard Yea-and-Nay," Hewlett. Copp.
2. "The Cardidal's Rose," Sutphen. Briggs.
3. "Vengeance is Mine." McLeod.
4. "The Mantle of Elijah," Zangwill. Gage.
5. "More Fables in Slang," Ade. McLeod.
6. { "Eleanor," Ward. Briggs. / "Lords of the North," Laut. Briggs.

MONTREAL.

1. "The Cardinal's Rose," Sutphen. Briggs.
2. "An Englishman's Love Letters." Unicorn Press.
3. "The Mantle of Elijah," Zangwill. Gage.
4. "L'Aiglon," (French edition).
5. "History of the Boer War," Doyle. Morang.
6. "Herod," Stephen Phillip. Lane.

HAMILTON.

1. "Stringtown on the Pike," Lloyd. Gage.
2. "Eben Holden," Bacheller. Poole.
3. "An Englishwoman's Love Letters." Morang.
4. "Alice of Old Vincennes," Thompson. Briggs.
5. "Sons of the Morning," Phillpotts. Gage.
6. "The Lane that had No Turning," Parker. Morang.

TORONTO.

1. "An Englishwoman's Love Letters." Morang.
2. "Richard Yea-and-Nay," Hewlett. Copp.
3. "The Cardinal's Rose," Sutphen. Briggs.
4. "In the Palace of the King," Crawford. Copp.
5. "Eben Holden," Bacheller. Poole.
6. "In the Name of a Woman Merchant." Longman's.

GUELPH.

1. "An Englishwoman's Love Letters." Morang.
2. "Richard Yea-and-Nay," Hewlett. Copp.
3. "Lords of the North," Laut. Briggs.
4. "The Infidel," Braddon. Morang.
5. "Eben Holden," Bacheller. Poole.
6. "In the Palace of the King," Crawford. Copp.

VICTORIA.

1. "Eben Holden," Bacheller. Poole.
2. "Alice of Old Vincennes," Thompson. Briggs.
3. "Richard Yea-and-Nay," Hewlett. Copp.
4. "The Reign of Law." Copp.
5. "In the Palace of the King," Crawford. Copp.
6. "Quisante," Hope. Briggs.

UNITED STATES.

1. "Alice of Old Vincennes," Thompson.
2. "Eben Holden," Bacheller.
3. "Richard Yea-and-Nay," Hewlett.
4. "Eleanor," Ward.
5. "An Englishwoman's Love Letters," Anon.
6. "L'Aiglon," Rostand.

ENGLAND.

1. "The Master Christian," Corelli. Methuen.
2. "The Master Sinner," Anon. Long.
3. "An Englishwoman's Love Letters." Murray.
4. "Hosts of the Lord," Steel. Heinemann.
5. "With Christ at Sea," Bullen. Hodder.
6. "Queen Victoria," Oliphant. Cassell.

SCOTLAND.

1. "According to Plato," Moore. Hutchison.
2. "The Wastrel," Dickens. Hutchison.
3. "Pride of the Race," Farjeon. Hutchison.
4. "The Missing Hero," Alexander. Chatto.
5. "Morals and Millions," Warden. White.
6. "Inimitable Mrs. Massingham," Compton. Chatto.

OUR SPRING FICTION.

GOD'S PUPPETS IN PRESS

Paper, 75c. By IMOGEN CLARK. Cloth, $1.25.

This is a vivid picture of life in the 18th Century. The plot is unique, and the local coloring good. The characters are works of genius, and Miss Clark's "Peggy Crewe" will not lose by comparison with "Janice Meredith" or the "Princess Mary" in "When Knighthood was in Flower."

A ROMANCE OF MODERN LONDON:

THE THIRD FLOOR

By MRS. DUDENEY. Paper, 75c.; Cloth, $1.25.

Unique, clever and bright, it marks a new departure in fiction which is very fascinating.

IN PREPARATION:

ON PETER'S ISLAND

By A. R. ROPES. Paper, 75c.

A thrilling story of Russia by a clever Canadian writer.

THESE ARE STILL LEADING:

The Mantle of Elijah. Stringtown on the Pike. The Footsteps of a Throne.

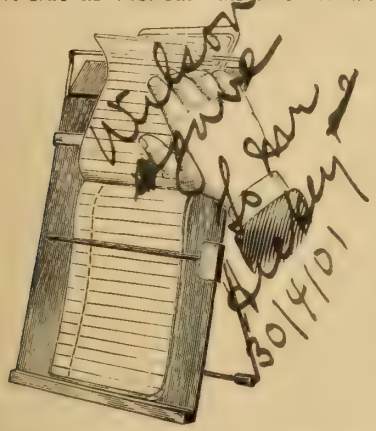
WE HAVE IN PREPARATION THE NEW NOVEL BY

ELLEN THORNEYCROFT FOWLER

W. J. GAGE & CO., Limited, TORONTO

A NEW COPYHOLDER.

One of the latest and best copyholders for typewriters has been invented by a Canadian, Mr. E. B. Merrill, and is now on the market. It is called the "Steno Copyholder," and its many advantages place it in the lead of all its kind. For holding papers pinned together it has a special attachment that answers the purpose admirably. The pointer can be fastened to either side as desired. Its chief advantage is in the automatic notebook leaf support, which does not allow the leaves to drop or hold them so tightly that they cannot be easily removed. Part of the back is attached to the rest by a spring hinge which presses the leaves against the holder. When one is to be turned over it will drop down when the hinge part is held back. The holder is sent on trial free and at the expense of the sender. Mr. Charles E. Archbald, Toronto, is handling it. The accompanying illustration will give a good idea of Mr. Merrill's invention.



IMPORTED FANCY GOODS.

The travellers representing Warwick Bros. & Rutter are now on the road showing their complete range of import fancy goods. As stated in a previous issue, the line of fancy novelties shown by this house for 1901 surpasses in every particular that of any former season.

Mr. A. O. Hurst, who visits the larger cities of Ontario and Quebec with this line, is now in Montreal, and, with his assistant, is kept busy showing the trade through the fine large rooms which it takes to show his range of samples.

Orders to date show that the trade appreciate the efforts of this firm to place in the hands of the Canadian trade a complete assortment of the choicest novelties selected from the world's markets.

Warwick Bros. & Rutter have pleasure in advising the trade in Manitoba and British Columbia that their extensive line of samples of import fancy goods will be shown in that section of the country by Mr. W. S. Crone, so well known to the Western trade.

A visit to his sample rooms will repay any dealer interested in this line.

Morang's Twentieth Century Text-Books.

Caesar—Gallic War—Books IV. and V.—With Maps and numerous illustrations, colored and plain.
Introduction and Notes by St. J. B. Wynne Willson, M.A. (St. John's College).
Exercises for Retranslation by W. L. Grant, M.A. (Upper Canada College).
Index of Proper Names.
Scheme of Subjunctive.
List of Phrases, Idioms and Vocabulary.
Bound in Cloth, 240 pages, price 35 cents.

Virgil—Aeneid—Book II.—With numerous illustrations.
Introduction and Notes by Philip Sandford, M.A.
Specimens of Standard Literary Translations.
Appendices and Vocabulary.
Bound in Cloth, 180 pages, price 35 cents.

Cornelius Nepos—Select Lives—Themistocles, Aristides and Hannibal—With Maps and numerous illustrations.
Introduction and Notes by Arthur W. Roberts, Ph.D.
Synonyms at the foot of each page of text.
Word-Groups of words of like origin.
Exercises for Retranslation and Vocabulary.
Bound in Cloth, 170 pages, price 35 cents.

Xenophon—Anabasis—Book I.—With Map and Plans of Battles.
Introduction and Notes by C. E. Brownrigg, M.A.
Simple Sentence Constructions illustrated from the text.
Index of Proper Names and Vocabulary.
Bound in Cloth, 130 pages, price 35 cents.

Scott—Lay of the Last Minstrel—With numerous illustrations.
Edited with Notes by William J. Rolfe, Litt.D.
Bound in Cloth, 240 pages, price 50 cents.

Scott—Lay of the Last Minstrel—With Introduction and Notes, especially intended for young students.
Bound in Cloth, 224 pages, price 30 cents.

Milton—Paradise Lost—Book I.—With Life, Introduction, Notes, etc., by F. Gorse, M.A.
Bound in Cloth, price 35 cents.

Shakespeare—The Merchant of Venice—Edited by H. L. Withers, B.A., with Introduction, Notes, Appendices, Glossary, etc.
Bound in Cloth, 178 pages, price 35 cents.

Shakespeare—Richard II.—Edited by C. H. Herford, Litt.D., with Introduction, Notes, Glossary and Index.
Bound in Cloth, price 35 cents.

SEND FOR MORANG'S EDUCATIONAL CATALOGUE.

GEORGE N. MORANG & COMPANY, Limited, TORONTO

Gold Medals, Paris, 1878: 1889.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

RUBBER STAMPS
Liberal trade discount—Correspondence Solicited.
GEORGE CURRY, 66 Church St., TORONTO.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

FANCY GOODS AND STATIONERY.

NEW TYPEWRITERS. Some new typewriters are being perfected in France which, if successful, will be a great improvement on all that have hitherto been used. One is intended to print on a flat surface, and also to make raised letters. Another is to print shorthand characters, so as to report speeches, etc., direct from the typewriter. The difficulty in perfecting this is that no way has yet been discovered to get rid of the noise of the typewriter. Two or three going together would probably annoy a speaker.

AN INK-SLATE. A new German invention is called an ink-slate, writing on it being done by pen and ink instead of slate pencil. Celluloid, mixed with other substances to make it harder, composes the slate. There are two kinds of these slates, one of which has the transparency of tracing paper. The latter may be of value in teaching outline drawing to children.

FLYPAPER. A new flypaper has been invented by an American, and machines for its manufacture are being made. It will not be made up in flat sheets, but in cones, pyramids and fancy figures. The bottom is scalloped so that the flies can enter underneath if they prefer to die there. The paper is of a grey color.

A FINGER SPONGE. There is danger in handling money or other papers which have passed through a good many hands, says The American Stationer. One may contract disease, particularly germ disease. The finger-sponge does away with any such difficulty. It is attached to the finger, is always ready, and there need be no delay in wetting the fingers. Moreover, the attention is not distracted by taking the eyes off while wetting the fingers.

MECHANICAL TOY. A mechanical toy that will find a ready sale is the dancing bear. This is a tin bear about eight inches high, carrying a stick across his shoulders after the manner of the trained bears, and its waddle, when it is wound up, is a very good imitation of the real thing. Warwick Bros. & Rutter are showing it, and give it a first place among their toys.

NEW CARDS FOR CHRISTMAS. The Copp, Clark Co., Limited, are looking forward to doing a large business in Christmas cards for the season of 1901. The samples from the different makers, for whom they are Canadian agents, are almost completed and in their hands and are now being arranged for displaying to best advantage for selection by the trade. They expect to have all in readiness to start their travellers out by May 1. Of the lines, Hill's "For the Empire" series of Christmas cards, which had their initial introduction to the Canadian trade last year, met with greater favor than was ever anticipated. One is not surprised at the large sale these cards are reported to have met with, as their appearance recommends them to the trade at once on account of their originality, beauty of design and varied character. Those of the trade who had the forethought to place large orders for these cards were not disappointed, but regretted they had not ordered larger supplies. There is such a pleasing freshness about the designs and general get up of these cards that it stamps them as a distinct line. The cards retail from 5c. to 25c. each, at a large profit to the retailer. This year, while the designs are new over last year's, some decidedly new things are shown. L'Art Moderne, the very latest in designing as shown at the World's Fair and based on the new school of design in Paris, is worked into many of the cards with effect. Photogravure work, printed from steel plates of pictures by the most celebrated artists, both old and new masters, is shown. Grey suede board is a new material used which will prove popular. These cards, suitably decorated with embossing, illuminated in white, gold, turquoise blue and other tints, are beautiful in effect. Another finish is the Whatman's. This is a drawing-paper finish and is used principally in connection with the photo gravures, with a colored border. This makes a very striking card. The leaflet cards shown are new and worthy of special mention. They consist of a handsomely designed colored cover, suitable to the words on the six and eight page inserts, which are artistically illustrated. One is entitled, "Christmas Merrymaking," the words being from the pen of Sir Walter Scott. A number of these are for children, in which are short poems by Robert Louis Stevenson. Religious designs are shown in variety. The different parts of the Empire are represented by unique Scotch, Irish, English and other special designs. Canada receiving special attention in this respect by way of cards which show the Provincial coats of arms embossed in colors surrounded by wreaths of maple leaves. Most suitable wording has been selected for these cards, notably from the "Land of the Maple," and the "Maple Leaf." The words and mottoes used throughout in these cards are not the old stereotyped Merry Christmas and Happy New Year, but wording and verses over which much time and thought have been spent. Many of the cards are decorated with silk ribbons of delicate tints, patriotic shades and tartans. Others included in the series are poster cards, motto cards, hand-painted, comic, golf, Masonic—cards with local views are given special attention.

Walker's is a range of cards extensive in variety and diversity of pattern which are new to the Canadian trade. There are some very recherché cards in the collection among which are embossings, photogravures, hand-painted, patriotic, new and novel shades of tinted boards, medalion embossings, Grecian types, new shapes and odd shapes, altogether an excellent line which should meet with a ready sale.

Davidson's cards are of a very showy nature, comprising beautiful floral landscapes and figure designs, many designs with leaflet inserts and a splendid range of special patterns for children. A range of celluloid cards are also shown in the samples of this maker, as well as a very extensive range of fancy boxes which contain assortments of cheap cards of unusual value.

Castell's cards are all put up in boxes. In most cases envelopes accompany each card The boxes contain from eight to ten cards and are a line of very dainty designs of landscape, floral and figures in mono tint with colored ground, and are styled autographic cards. A new idea this year is the new registered easel-caskets, a scheme for displaying cards and a great assistance in their sale. Along with these are the very cheap assortments of boxes and packets of unrivaled excellence and value.

MEMORANDUM BOOKS. To the well-ordered stationery store there is nothing in such constant demand as pocket memorandum books. They are at all times profitable, never out of fashion, and therefore never "dead stock": and under every circumstance are they a useful reminder of the things worth remembering. The firm of the Brown Brothers, Limited, are showing a very extensive line of all classes of memorandum books. A few of their leading lines might be mentioned with advantage to the reader. A complete series for the vest pocket, opening at the side, and oblong. This is a very popular line and always a good seller. Another style is the pass book shape, made after the pattern of an ordinary bank pass book, in half a dozen different sizes and styles of bindings. For a ready to use price book they are unequalled, being supplied in various rulings and indexed for names, etc., or plain, as desired. Still another style that is very popular, especially with com

mercial travellers, is the oblong refilling leather cover, with the memo book removable at will. This enables the user to have a fresh book at a very nominal cost, and, at the same time, brings him to the store more frequently. For a pocket order book nothing could be more handier than one of Brown's oblong refilling memo books.

FOR STAMPING PURPOSES.

For marking linen or stamping anything about the house, or for use in a business man's office, the printing outfit of interchangeable rubber alphabets shown at the Copp, Clark Co.'s should prove handy. No. 1 contains 3-A font rubber type, holder, brass tube of ink, tweezers and stamp pad, put up in neat wood case and boxes, price $1.20 per dozen. The Victor dater is another useful article that dealers may find a sale for. Botany cases and gold paint for decorating are always in steady demand, and are especially good at this time of year. The botany cases shown are of tin with hinge cover and straps for carrying the box over the shoulder when collecting specimens. They sell for $1.80 per doxen.

SEASON FOR DECORATION.

The many different brands of crepe tissue shown by the Copp, Clark Co. are taking well with the trade.. The Dancing-girl brand, French and fancy French brands are being taken very rapidly for decorative purposes. The Union Jack is a white crepe tissue with Union Jacks printed on it, eight flags to the fold. Red, white and blue and other tissue flags are shown for either decorative or advertising purposes. There is a good steady demand for these goods.

THE PENCIL TRADE.

A new line of Faber's programme pencils, with tassels attached, are going well. No. 40 is shown at $1.75 per gross at the Copp, Clark Co.'s warerooms. No. 2032 Eagle crayons have been specially recommended by the Superintendent of the Toronto Kindergarten schools for use in this work. They are in assorted colors, and the demand has already far exceeded expectations. The "Au Fait" pencil and fountain penholder can be retailed at 10c. These are well made and take up almost no room when fastened to the pocket. They are nicely shown on cards. A cheaper line is the Roller Grip pencil holder, a 5c. line, but a secure holder. There is a good margin on this at 5c. for retailers. Copp, Clark Co.'s price is $3.60 per gross.

THE COMING SUMMER.

Nerlich & Co. have published an illustrated catalogue and price list of their special Spring and Summer goods which will be particularly valuable just now. Children's express wagons, doll carriages, velocipedes, etc., may be selected from an almost unlimited variety. All sorts of games are now in order, and the list of outdoor and sporting goods includes Spalding's well-known baseball and tennis outfits, boxing gloves, etc., and everything in the way of Canadian games, lacrosses being in particularly large quantity. Air rifles, toy pistols, garden tools, tin tea-sets, toy sail boats and innumerable other goods of the kind are being ordered very rapidly now, and will be among the season's best selling goods. Chatelaine bags are very popular, and there is always a steady sale for them. They are shown here in real seal, real walrus, seal grain, green roan and alligator. The handles and frames are in nickel, leather and oxydized metal, and the bags present a very fine



THE BARBER & ELLIS CO. LIMITED

LARGEST MANUFACTURERS IN CANADA OF

BUSINESS and SOCIETY

Notepapers and Envelopes

FLAT PAPER
PAPER BOXES, etc.

Samples Furnished to the Trade.
Lowest Quotations

43, 45, 47, 49 BAY STREET, TORONTO.

We are Headquarters for

CRAYONS

We have little Crayons, big Crayons, and all kinds of Crayons. We have them for 1c., 2c., 3c., 5c., and 10c. We have all sorts and sizes, qualities and kinds. In buying Crayons, it is like everything else, you want the best. Write for samples and prices. We manufacture for the jobbing trade only.

The STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave.,
Lynn, Mass., U.S.A.

FOR SALE—GOOD BOOK, STATIONERY and WALL PAPER BUSINESS

in good Town in Western Ontario.
$7,500 stock at 70 cents on the dollar.

Good reasons for selling.

Box 43, "Bookseller and Stationer," TORONTO.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

FANCY GOODS AND STATIONERY—Cont'd.

appearance. This catalogue should be sent for. There are not many left and it is impossible to form any idea of the immense assortment of various lines without either it or a visit to the warerooms.

CATALOGUE OF IMPORT GOODS. The catalogue being issued by Nerlich & Co. of their import fancy goods should be in the hands of every retailer. The firm make this part of the business a specialty and the result is a stock of the very best selling goods. The import fancy goods will be shown in their Toronto sample-rooms till the middle of May. The appearance of these goods in the large warerooms is very fine and will repay a visit. Among the goods noticed are albums of all kinds, photo, scrap and autograph. The celluloid covers contain many beautiful designs in colors. An entirely new line is the leather tapestry goods in collar and cuff boxes, umbrella holders, etc., to retail at from $1 to $5. These goods are well made and finely embossed and colored. The ornaments and bric-a-brac goods are in immense variety, and in celluloid, bronze, crystal, etc. The assortment of hand-mirrors in real ebony and imitation ebony, as well as in the new Padduck wood, is a fine one. The glasses are in many different shapes, bevelled, and put in place by a new process. The triplicate mirrors, which are being so widely used, are here shown in great variety. Japanese and French china are gaining in popularity in Canada, and the rich effects of these goods will make them good lines to handle. That this house lead in dolls, as they have always claimed will not be doubted if a visit is paid to their warerooms.

PLAYING CARDS, ETC. The folding card-rack being shown in the Copp, Clark Co.'s warerooms is an article for which many uses may be found. It is primarily intended for offices as a rack for business cards, but it has also been found a handy arrangement for keeping photographs and other small pictures. It is made of strong wire, and is shown in three sizes, to retail for 10, 25, and 35 cents. Bankers' sponge cups to retail for 10 cents, and bankers' solid glass inkwells, at $1.20 per dozen, are two more novelties that deserve attention. Very good value is shown in a pack of "Colonial" playing cards at $18 per gross. In connection with playing cards might be mentioned the whist score sheets, now in use by the Toronto whist clubs. They are printed on fine, heavy paper and appropriately ruled. No. 1 score slip retails for 35 cents per 100. The final score slips, for totalling up the scores at the end of the game are 60 cents per 100.

NOVELTIES FOR STATIONERS. One of the newest things on the market for stationers is the "Anti-lick" moistener and fastener for envelopes, stamps, etc. It is in the shape of a mallet, the head being hollow and filled with water which is absorbed by a sponge at one end. The head or barrel revolves, so that when the envelope flap or stamp is moistened by the sponge, it is then pressed down by the roller being moved over it. Brown Bros., who are placing this article on the market, are well satisfied with the prospects for its sale. The decorated crepe tissues for lamp shades, fancy dresses, etc., and for interior decorations are having an immense sale. There are some 50 different designs in these goods, and the beauty of the patterns and colors will surprise those who have only heard of them. These goods are sometimes put over screens and as far as appearances go are an improvement over textiles. A pretty effect is obtained from stretching them across windows close to the glass. This gives a stained-glass appearance to the window. Typewriter papers are being given much attention, and a book containing samples of the different papers is sent to anyone applying for it. The trade in fountain pens will likely begin to take larger proportions soon, when travelling and holidaying commences. The Wirt and Stirling pens, for which Brown Bros. are agents, are two of the most satisfactory makes in the market. The demand for blank books has lately been very great and a full staff is kept busy in their manufacture. The carbon letter-book mentioned in last issue is now being shown, and the sales are good.

This cut shows the new "Royal" automatic ink bottle offered by Buntin, Gillies & Co., Hamilton. The bottle is of fine-pressed glass, and has a close-fitting air-tight disc of soft rubber in the neck through which the hard funnel passes.



This seems the perfection of automatic ink stands and should become a favorite in the office or library.

F. & E. W. Kelk, whose ad. appears elsewhere, have secured a snap in a 50-cent dressed jointed doll, 14 inches long, each one in a box. They sent out only 24 samples of this doll and received orders for nearly 500 doz. It will pay any person who handles dolls to get a sample of this doll, it's so seldom a bargain in dolls is ever offered, simply because the wholesale trade cannot get hold of any but regular lines. They say: "We are glad we have one. A good many think they can buy the doll later on, but such is not the case—it will be all sold and oversold during April. It was first imported by a baking-powder firm, whose intention was to give it away with baking-powder, but for some unknown reason their plan was not carried out. We got the dolls cheap and are offering them the same way. One to three dozen, $2.40; four to six dozen, $2.25; 7 to 12 dozen lots, $2.10; 24 dozen lots, $2 net. Dated 1st August, 30 days. Don't miss the opportunity."

DEATH OF MR. M'FARLANE.

Mr. David McFarlane, senior partner of the firm of Messrs. McFarlane, Son & Hodgson, wholesale stationers, Montreal, died of heart failure, April 4. Mr. McFarlane was born in Glasgow, Scotland, in 1831, and came to Canada in 1854, and settled in Montreal, where he had resided ever since, being engaged in the wholesale stationery business. For over twenty years he was connected with the firm of Alex, Buntin & Co., since which time he has been in business on his own account. He was one of the oldest members of the Montreal Board of Trade. He was elected to the Council of the Board of Trade in 1895 and 1896, and was appointed on the board of arbitration in 1897 and 1898. The partnership of Messrs. McFarlane, Son & Hodgson was formed in 1891. The surviving members of the family are his widow, one son, Clement H. McFarlane, and two daughters, Mrs. Peter Laing and Mrs. (Dr.) W. Grant Stewart.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of March, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12024 1-2. "Her late Majesty Queen Victoria." (Photo.) Joseph C. Clarke. Toronto.

12025. "Vingt-cinq Mélodies." Paroles françaises et anglaises. Musique d'Ernest Lavigne. (25 songs. French and English words.) Ernest Lavigne, Montreal.

12026. "The Fundamental Moral Principles in Terms of which may be defined the Virtues and Vices of Humanity. The Moral Law and its Scriptural Developments used as a Direct Means for the Young." (Chart.) Dr. John M. Harper, Quebec.

12027. "Morang's Educational Series. Select Public School Readings." Morang & Co., Toronto.

12028 to 12030. "Lieutenant-Governor of British Columbia about to enter Parliament with South-African Volunteers as a Body Guard." (Photos marked A. B. & C.) John Wallace Jones, Esquimalt, B.C,

12031. "Ode on the Burial of Queen Victoria." (Second Edition.) By George Whitefield Grote, Toronto.

12032. "The Public School Book-keeping." By H. S. MacLean. The Copp, Clark Co., Toronto.

12033. "Das Taube Mütterlein." Halm. (Motherlove.) English words by J. Ahrem. Music by Maude Valerie White. Church Co., Cincinnati.

12034. "The Rainy Day." (Song.) Words by Longfellow. Music by Jacques Blumenthal. Church Co., Cincinnati.

12035. "Romance de Concert." By Platon Brounoff. Church Co., Cincinnati.

12036. "The Gospel Play." (Book.) Duncan McEdwards, Hamilton.

12037. "Poems by a Business Man." William Tyrrell, Toronto.

12040 to 12049. Ten drawings (and also etchings) by John Innes, Toronto, entitled, "Roped," "Saddled," "Initiated," "Graduated," and "Whoop-la." John Innes, Toronto.

12050. "On the Sunset Sea." Poem by Agnes Grote Copeland, Toronto.

12051. "An Englishwoman's Love Letters." Morang & Co., Toronto.

12052. "Savings Book." John M. Stonier, Hamilton.

12053. "Good-bye Dolly Gray." Words by Will D. Cobb. Music by Paul Barnes. Canadian-American Music Co., Toronto.

12054. "L'Infaillible Annonce Mutuelle." (Carte postale.) B. A. R. A. Beaupré, Quebec.

12055. "The Game Fields of Ontario." By James Dickson, Fenelon Falls, Ont.

12056. "The Lamp in the West." Words by Ella Higginson. Music by Horatio Parker. Op. 48. No. 1. Church Co., Cincinnati.

12057. "Awake, My Lady Sweetlips." Serenade. Words by Ella Higginson. Music by Horatio Parker. Op. 48. No. 2. Church Co., Cincinnati.

12058. "The Night has a Thousand Eyes." Words by Francis W. Bourdillon. Music by Horatio Parker. Op. 48. No. 3. Church Co., Cincinnati.

12059. "Ode on the Burial of Queen Victoria." (Third Edition.) By George Whitefield Grote, Toronto.

12060. "Répertoire des Cafés Concerts." Albert Turcotte, Montreal.

12061. "Mémoire sur le Role Economique des Volailles." Par Jean-Baptiste Plante, Stadacona, Que.

12063. "Coronation of King Edward VII." March. By H. W. Arthurs. W. H. Hodgins & Co., Toronto.

12064. "Le Guide des Amoureux et des Gens du Monde: L'Amour—La Cour—Le Mariage." C. O. Beauchemin et Fils, Montreal.

12065. "The Siege of Tientsin and the Destruction of the Boxers' Stronghold by the Allied Forces." (Drama.) Thomas W. Hand, Hamilton.

12066. "O Father, Hear Me." (Song.) Words and Music by W. Francis Firth, Toronto.

12067. "City of Victoria." (Pamphlet.) The Western Printing and Publishing House, Victoria, B.C.

12068. "Guide Map of the City of Rossland." R. E. Young, Rossland, B.C.

12069. "March of the Pilgrims." For Piano. By Ethelbert Nevin. Church Co., Cincinnati.

12070. "Viola Waltzes." By L. V. Gustin. Whaley, Royce & Co., Toronto.

12071 to 12075. Five songs entitled: "Passing," "My Ladye," "Dreams," "A Dexant," "Thou'rt Like Unto a Flower." Church Co., Cincinnati.

12076. "Memories." By Agnes Grote Copeland. Toronto, March, 1901.

12077. "Souvenir de Ma Première Communion." (Image.) L. Ad. Moristette, Montreal.

12079. "The Victoria Cross." Words and Music by Mrs. Clara E. Humberstone, Newton Brook, Ont.

12081. "Buste d'Edouard VII." Joseph Alfred Laliberté, Montreal.

12082. "Prince George." Patriotic Song. Words and Music by H. H. Godfrey, Toronto.

12084. "Water-Splashes." Morceau de Piano. By Manuel Klein. Church Co., Cincinnati.

12085. "Der Zigeunerin Traum." (The Gipsy's Dream.) By Carl Koelling, Op. 353. Church Co., Cincinnati.

12086. "Reiterlied." Song of The Horseman. By Carl Koelling, Op. 352. Church Co., Cincinnati.

12087. "Illustrated Advertising. (Sixth Edition.) By F. W. Johnston, Toronto.

12088. "Henderson's British Columbia Gazetteer and Directory and Williams' Directory (Consolidated) 1900-1901." Volume VII. James Henderson, Victoria, B.C.

12089. "News: What it is; How to get it; How to write it." (Book.) R. Sutherland, St. Catharines.

12090. "The Criminal Code of Canada." As in force on January 1st, 1901, with the Reported Cases and Appendices. By Charles Lanctot, K.C. W. J. Wilson, Montreal.

12092. "The Craft Degrees Masonic Lodge Music." By C. L. M. Harris, Mus Doc. Charles L. M. Harris, Hamilton.

INTERIM COPYRIGHTS.

678. "Boyd's Labor Saving Improved Posting Ledger." Walter Griffith. Edward Boyd, Hamilton.

680. "The Life of Wm. H. H. Johnson, from 1839 to 1900, and the New Race." Wm. H. H. Johnson, Vancouver, B.C.

681. "The Private Secretary." (Book.) Robert Newton Lyons, Griswold, Man.

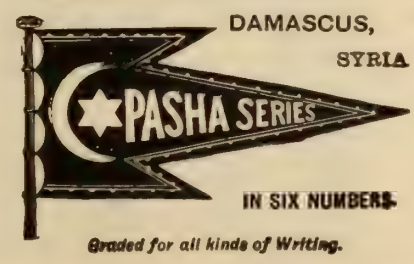
The Theatre Programme and Souvenir Book got out by R. H. Russell, New York, is a new and clever idea that is likely to meet with success in city trade. It is intended to be used as a memento of plays attended. The book is divided into four-page sections. On the first page the programme itself is placed. The second is intended for a record of the date, theatre, party, seat checks, criticism of the play and players, and remarks. The other pages are reserved for pictures from the play or photographs of the leading actors, which can be clipped from the magazines. The custom of keeping programmes and other mementos of plays is a fad, but one that has already lasted for a long time and will continue to. The Theatre Programme and Souvenir Book contains places for 45 programmes and 54 illustrations. City stationers might profitably handle it.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

TURKISH STEEL PEN CO.,



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

PIRIE'S

Antique Parchment Note Paper and Envelopes.

THE MOST HIGH-CLASS STATIONERY IN THE WORLD.

Stocks kept by all first-class houses throughout the Dominion.

Sole Manufacturers

ALEX. PIRIE & SONS
LIMITED

ABERDEEN, SCOTLAND.

P. V. Ayotte, stationer, Three Rivers, Que., has assigned to Kent & Turcotte.

F. AND E. W. KELK

76 York St., TORONTO.

Direct Importers of all kinds of

Fancy Goods and China Toys, Games, Sporting Goods, etc.

Spalding Baseball Goods, I. R. Balls, Croquet, Waggons, Tennis, Hammocks

TO OUR CUSTOMERS AND THE TRADE GENERALLY:

We have still 200 doz. of the Dressed Jointed Doll mentioned in last month's issue of this paper. It's a beauty, costing the wholesaler in the neighborhood of $2.75 a doz. to lay down. Each one is done upon in a neat box—colors, Pink, Blue and Red. We would be glad to send you a sample post-paid. It's a good 50c. article and you will be able to sell it for 25c. Send in your name and we will send a sample. Price, 1 to 3 doz., $2.40; 4 to 6 doz., $2.25; 7 to 12 doz., $2.10; 24 doz. lots $2.00, nett payable 1st September.

WALL PAPER AND DECORATIONS.

HOW TO DISPLAY WALL PAPER.

THIS department, as the trade knows, is always on the lookout for ideas which may be of service to the trade in general and its readers in particular. We have just seen an illustrated circular on the display of wall paper which The Watson, Foster Co., Limited, have addressed to their customers. It shows their clients an effective method to that end. The chief feature of the circular is the economical construction of display frames. Thanks to the courtesy of the firm, we here produce three of their plates which cannot fail to interest every dealer not already provided with similar material. The first plate shows a 6-foot and 4-foot frame, the actual cost of which is only 55 and 35c., respectively. The Watson, Foster Co. in their circular give details of cost and construction, and will mail the specification to any inquirer. Half a dozen such frames enable the retailer to make a showing of all his new designs. Their value cannot be over-estimated, whether for interior or window effect.

In well-equipped wall paper departments the suggestions we give are already in practice, but the great majority of stores either overcrowd their windows with a medley of patterns, or rely entirely upon their sample-books inside. Both make a mistake. In a window one should place not more than three striking patterns of different effect. Give these a chance, and while the season lasts devote the whole window to them. A background of ingrain of subdued tone and overhead concealed lights, kept burning all evening, will arrest the attention of every passer. Change these patterns every few days, always with your best class styles. Make effect, not low prices, the window feature. Equally important is the interior The average dealer will likely rely upon his sample-books to sell goods, but during the busy season many are looking at them at once ; they soon become torn, and, in any case, they unworthily represent the stock. There is only one way to display paper well. Set up a few frames, some showing combinations (see plate No. 2). Display an average assortment ; leave the 5c. goods, as a rule, to the sample-books ; the result will be that the better effect of better goods, in full length display, will catch the fancy which the variety seen in sample-books will weaken.

Another most important point to the general store is to keep at least one display hanging on a frame Summer and Winter, placed well forward, where every visitor entering or waiting in the store can see it. People will thus never forget you keep wall paper, and by constant changing you will effect a lot of quiet advertising and create a continued and often unexpected sale.

In a word, don't hide away your wall paper on June 1 as though the business were over. It isn't ; it's never over. People are always approachable with effective decoration in season and out.

WALL PAPER CHART.

Staunton Limited report there are many requests for their little wall paper chart, and highest praise is being given this little



No. 1. The Watson, Foster Co., Limited, Montreal.



No. 2. The Watson, Foster Co., Limited, Montreal.

THE

WATSON, FOSTER COMPANY

LIMITED

WALL PAPERS

FOR SPRING 1901

INDICATIONS ARE

THAT A VERY LARGE SORTING-UP BUSINESS WILL BE DONE THIS MONTH.

WE ARE BETTER ORGANIZED THAN EVER AND STOCKED WITH OUR MOST SUCCESSFUL PATTERNS.

THE VERY COLORINGS YOU WILL WANT REPEATED ARE LIKELY TO BE IN DEMAND BY OTHERS ALSO,

AND, REMEMBERING THE "SOLD OUT" EXPERIENCES OF PAST SEASONS, WE ASK THE TRADE TO ANTICIPATE THE SHORT NUMBERS NOW.

EVERY MAIL REDUCES OUR STOCK.

IF YOU HAVE NOT GOT

WHAT YOUR CUSTOMER WANTS
PERHAPS WE HAVE, AND WILL PROMPTLY FURNISH SAMPLES FOR ANY SPECIAL PURPOSE.

REMEMBER

WE CAN MATCH YOUR INGRAINS IN OTHER DESIGNS AND COLOR EFFECTS IF REQUIRED.

WORKS: ONTARIO ST. EAST, MONTREAL

APRIL

book, which gives exact quantities necessary for papering any sized room. Dealers who have mislaid their copy may have another on application to the firm.

A LINE FOR 1902.

Staunton's motto for their 1902 line, which is now in preparation, will be "better than ever," and they're bound that none of their prestige in wall paper makes shall be lost, and that Staunton's will continue to be the most popular line. During the Winter the firm installed a brand new 12-color printing machine, which will add materially to their capacity and facilities. There is no larger machine in use in Canada, and few in the world, and great things are looked forward to from this mammoth machine in the next season's line. All back orders are now complete, and daily shipments of repeat orders are in order. These are truly growing times with this pioneer wall paper house.

A NUMBER IN WALL PAPER.

No. 770 has proved itself one of the most successful patterns of the season. The Watson-Foster Company, so confident of results, largely stocked it, at the close of selling season it to go through the machine in several ways to cover sales, while, since general delivery has taken place, the repeat orders have been so numerous that for the third time it was put in print, a most unusual occurrence. It is a most decorative parlor paper in plain and embossed gilts on light grounds, and is a design every dealer will find essential to a complete stock. Those in the trade who recognize it had better secure further supply while it lasts.



No. 770 The Watson-Foster Company.



No. 3. The Watson, Foster Co, Limited, Montreal.

WALL PAPER AND PACKING PAPER.

The German tariff authorities had to make a ruling to decide what the difference between wall papers and packing papers was. They decided that the following distinctions are to be made between wall paper and packing paper: Wall paper is thickly sized and is, to a certain extent, proof against moisture. It is almost invariably made up in rolls about 50 cm. in width, and weighs about 60 grammes per square metre. Packing paper, on the other hand, is less thickly sized and is not proof against moisture in the same degree as wall paper. One square metre weighs as a rule more than 60 grammes, and the paper is either more or less than 50 cm. in width. In case of uncertainty the nature of the paper is to be decided according to the thickness of the sizing.

GERMAN INGRAINS.

Thick papers dyed in mode shades with little flecks of black fibre showing on the surface have been produced principally in Germany, and have come into request for magazine covers, pattern books, pamphlets, and, with a heavier proportion of fibre, for wall paper. Recently a German paper-making firm, the Hoffnungsthaler Papierfabrik, of Cologne, have patented a variation of this process. They produce wall papers having a rough surface and woolly appearance by mixing coarse vegetable fibres, particularly ground wood fibres, with paper pulp composed of finer fibers. The coarse fibres are dyed before mixing with the pulp, and the pulp itself is dyed any suitable color before the coarse fibres are added.

As regards the ingrain papers, however, they are not protected by patent, and are produced by adding a proper proportion of black wool fibre to the pulp in the machine, and the pulp is then dyed and finally sized. The wool fibres used for the mixture may be obtained by washing and grinding black dyed rags in the pulping machine, or chemically by boiling old woollen rags in an acid bath containing 2 per cent. of vitriol, 10 per cent. Glauber's salt and [illegible] per cent. of chrome black B for one h[illegible], then adding 2 per cent. of bichrome and boiling again for another half-hour. They are then put into the pulping machine, washed and ground until free from knots. The percentage is calculated on the dry weight of the woollen rags.

R. Uglow & Co., booksellers and stationers, Kingston, Ont., are closing out their stock of wall paper, and intend to go out of that branch of the business.

NOTES OF TRADE INTEREST.

V. & F. McKIBBON, fancy goods dealers, Simcoe, Ont., have given up business.

Rockwell Co., stationers, Wolfville, N.S., have sold out.

Thomas Wheatley has opened a stationery store in Sarnia, Ont.

F. W. Nye & Co., stationers, Toronto, have been sold out by bailiff.

The Briggs Ledger System Co., Limited, Ottawa, has obtained a charter.

Wm. Helson, fancy goods dealer, Stratford, Ont., has gone out of business.

David McMaster, bookseller and stationer, Sarnia, Ont., has sold out to D. J. Symes.

The stock of Wm. V. Dawson, wholesale stationer, Montreal, has been damaged by water ; insured.

The stock, etc., of Timmis, Noble & Co., stationers, Montreal, has been damaged by smoke ; insured.

The Barrington street store of H. B. Bigney, fancy goods dealer, Halifax, N.S., is advertised for sale under a warrant of distraint.

J. Irvine has opened up a store in Orangeville, Ont., for the sale of wall paper, mouldings, curtains, etc.

E. R. Highet, fancy goods dealer and confectioner, Port Colborne, Ont., has sold out to O. C. N. Kanold.

The Grand Forks Stationery and News Co., Grand Forks, B.C., has been dissolved. R. F. Petrie continues alone.

A. H. Stratton & Co., whose building, "The Peterboro' Bookstore," Peterboro', Ont., was gutted by fire, are now in running order again. They announce that, until everything is straightened up, orders may be placed at 411 George street.

P. Kelly's book and music store, Montreal, was badly damaged by fire on April 2. A quantity of shavings blown from a stove ignited a number of articles, and, before the flames were extinguished, a good deal of damage had been done by fire, water and smoke.

Jonhn O'Brien, bookseller and stationer, of Truro, N.S., has opened up a branch store called "The Queen Bookstore," in Halifax. The place has been thoroughly renovated, and a stock of first-class stationery and the latest books, as well as English and American magazines, has been placed in the store.

The following tenders were accepted for the Toronto Public Schools' supplies : Text books and business forms divided between the Copp, Clark Co., and W. J. Gage & Co., whose tenders were equal ; writing and exercise books, blank books, teachers' inkstands. files and mucilage bottles, W. J. Gage & Co.; drawing paper, the Canada Paper Co.; pens and penholders, slates, rulers, etc., the Copp, Clark Co.; lead pencils, slate pencils, colored pencils, etc. Warwick Bros. & Rutter; crayons, blackboard brushes and wooden pointers, Steinberger-Hendry Co.

Some complaints have been made about the books in use in the schools of Halifax, and the school commissioners passed the following resolution at a recent meeting : "Whereas, it has been brought to the attention of the board that many of the books now in use in the schools are unsuitable and the readers to a great extent obsolete and have been discarded by every Province in the Dominion ;

"Therefore, resolved, that the teachers' committee be instructed to investigate the matter and report to this board at their next meeting." It was also decided to provide books for a number of pupils whose parents were unable to purchase them.

How About Your Store Equipments



for display and showing wall paper stock ?

These accessories make wall paper selling easy—and the dealer whose store is completely equipped in this way always has an advantage over the other fellow.

We are agents for the READING MANUFACTURING COMPANY'S Trimmers, Show Stands, Display Racks, etc., and will send you a catalogue on application.

Does your wall paper assortment still lack a few nice things to give you the best assortment ? Drop a card for samples.

Staunton

STAUNTON'S LIMITED, TORONTO.

FORMERLY M. STAUNTON & CO.

AN OLD AND THRIVING STATIONERY BUSINESS.

THERE are not many stationers in small towns who realize the possibilities of their business. The general impression of the stationery trade is that it is a small one at the best, and many stationers look for nothing else. A good deal of encouragement may be derived from the example of a book and stationery store in Perth, Ont., a town with a population of about 4,000.

This is the store of Mr. John Hart. It is the oldest in Ontario, and one of the oldest in Canada, having been established in 1850 by the late Mr. John Hart, who came to this country from Glasgow a short time before. His son, the present owner, went into the business with him, so that



Ontario's Oldest Stationery Store.

for over half a century the store has been practically in the same hands. The business is just as active and up-to-date in all particulars as ever. The store is about 40 feet wide by 100 deep, and is fitted up inside with the latest and finest counters, shelvings, etc.; in fact, there is no store in any of the cities that is better fitted, or presents a finer appearance.

The success of this business—for it has been very successful since the start—must be accounted for by the intelligence put into it, in catering for the right class of trade and keeping the best goods. Some stationers, in fairly large towns, don't know what they are losing by not keeping fine stationery. They go in for the common class of goods, and then complain when some of the very best of possible customers go to the cities for what they want. This is one of the lines that has made John Hart successful. The very finest stationery and latest books may be found in the store, and not only do the best of the trade in their own town deal there, but from many of the surrounding places the people send to this store for the best goods, instead of to the cities. Nor are they afraid to branch out into new lines. Mr. W. B. Hart, the son of Mr. John S. Hart, is with his father in the store and makes frequent trips to the great business centres to pick up the newest and best ideas, thus acquiring a valuable knowledge for keeping the store successfully going through the third generation.

There are not many complaints made against the department stores by John Hart. There is a big trade done in Perth by these stores, as well as in other places, but John Hart has secured such a hold on the trade in the vicinity that the store is not nearly as much affected by this trade as other places are.

Mr. S. R. Hart, of Hart & Riddell, Toronto, is another son of the late John Hart.

The illustration shows the Queen Victoria memorial decoration. This was beautifully gotten up in black, purple and gold.

The death of Sir George Murray Smith, the well-known English publisher, was announced April 8. Sir George was a member of the noted firm of Smith, Elder & Co., and published some of the first editions of the works of Thackeray. He founded the Cornhill Magazine in 1860.

FASHIONABLE STATIONERY.

Warwick Bros. & Rutter have just opened an immense shipment of the now famous "Duchess" series of notepapers and envelopes. This line of fine stationery is made specially for this firm in England, and has proven to be the most popular series of high-class stationery ever put on the Canadian market. It is handled by the largest dealers from Halifax to Vancouver. The trade who have not the "Duchess" paper in stock should write for a sample lot of this successful line. It is made in four sizes Albert, Octavo, Large Boudoir, and Regent, with envelopes to match. The envelopes to match the Boudoir and Regent sizes are hand-made, with the wallet-shape flap, now so popular in England.

A line of fancy perfumed sealing-wax is also shown by Warwick Bros. & Rutter, to match the "Duchess" paper. It is put up in boxes identical in pattern with the above series and each stick as well as the box is stamped "Duchess." The retail price of this wax is 15 cents a box. To make the line complete an easel show-box, containing 26 initial seals, is offered to the trade and is meeting with a ready sale. These goods are made from a new die, the pattern being a plain block letter surrounded with a floral wreath design. The handles are beautifully enamelled in assorted colors.

The box contains an assortment of the best selling letters and extra stock will be supplied of any letter as required.

This is a very desirable acquisition to a stationer's stock, especially as the retail price of the seal is only 25 cents.

Messrs. James Wallis & Son, Yarmouth, N.S., have issued the first number of Odds and Ends, a monthly publication, which they term a family literary magazine. It is sort of a Canadian "Tit-Bits," and the contents are as interesting and instructive as those of that paper. They are offering prizes of money for different competitions, and others will be offered as soon as the paper has had a fair start. Odds and Ends is clever enough to succeed, and its sale will certainly not be limited by the price—50 cents per year, or 5 cents per copy.

INDEX TO ADVERTISEMENTS.

page.

Auer Light Co. ..... Outside back cover
Barber & Bros., Wm. 13
Barber & Ellis Co., Limited 13
Briggs, William 7
Brown Bros., Limited 7
Buntin, Gillies & Co. ..... Outside back cover
Castell Bros., Limited 9
Confederation Life Association. . Outside back cover
Copp, Clark Co., Limited, The 2
Curry, George 11
Desbarats Advertising Agency 7
Dixon Crucible Co., Joseph ... Outside front cover
Gage & Co., Limited, W. J. 10
Gillott, Joseph 11
Kelk, F. & E. W. 15
Lyman, Henry L. ..... Inside back cover
Morang & Co., Geo. N. 1, 11
Morton, Phillips & Co. 7
Payson's Indelible Ink 15
Pirie & Sons, Limited, Alex. 15
Publishers' Syndicate, Limited, The 9
Roberts' Advertising Agency 11
Standard Crayon Co. 13
Staunton, Limited 19
Turkish Steel Pen Co. 15
United States Playing Card Co. . Inside back cover
Watson, Foster Co., Limited, The 17
Warwick Bros. & Rutter. . . . Inside front cover, 15
Western Assurance Co. 7



Crêpe Paper

of the

"DANCING GIRL" BRAND

is the only paper which gives satisfaction in making **Lamp and Candle Shades.**

Owing to the large variety of colors and styles, very artistic effects can be obtained by its use in decorating halls for social entertainments, and also for **Bazaar Booths,** etc. See Butterick's "Uses of Crepe and Tissue Paper."

To be had of all Wholesale Stationers and Fancy Goods Dealers.

HENRY L. LYMAN,

Canadian Agent, 6 St. Sacrament St., MONTREAL.

Handsome Cards—Quick Sales—Good Profits.

Dealers find that social leaders who entertain with cards are delighted with

"Congress" Playing Cards.

Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

They are widely advertised and are favorites everywhere.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

MacLean's Trade Newspapers

For a Paying Line on Your News Counter

THE CANADIAN GROCER
The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

HARDWARE AND METAL
The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

THE DRY GOODS REVIEW
Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

THE MILITARY GAZETTE
The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER
Official organ of the Canadian Press Association and The Employing Printers' Association.

THE BOOKSELLER AND STATIONER
The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co., Limited, MONTREAL and TORONTO.

THE ECLIPSE FOUNTAIN PEN

Is the Best $1.00 Pen in the Market.



WIRE CARD RACK

20 x 30

Retails, 25 Cents

Buntin, Gillies & Co.,

HAMILTON.

Montreal Office:

21 Mechanics' Building,
St. James Street.



"MELANYL"

The Marking Ink

Retails, 25 Cents

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

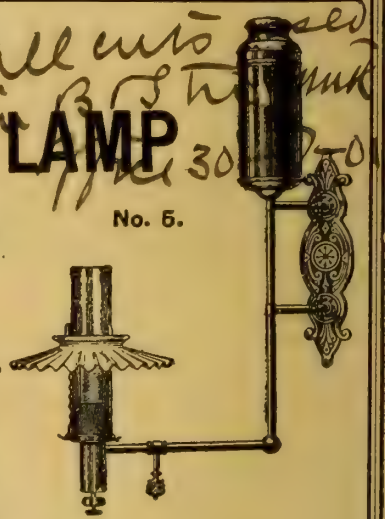
Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

THE AUER GASOLINE LAMP



No. 5.

The Light of Eight Oil Lamps for the Cost of Two.

Safe, Strong, Satisfactory.

Covered by the broadest possible Guarantee. The construction, finish and appearance are unequalled, but it is your satisfaction which we guarantee. If you don't like the lamp for any reason you can get your money back. No other lamp in Canada is so broadly guaranteed, for no other is as good.

Write for Catalogue.

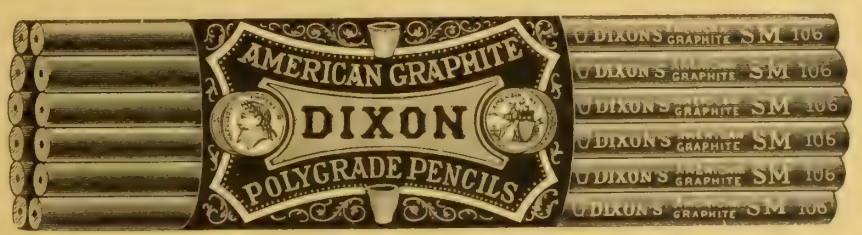
AUER LIGHT CO.

1682 Notre Dame St.,
MONTREAL.

E. Simpson & Co.,
Moose Jaw, Agents for the Territories.

BOOKSELLER AND STATIONER

MAY



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

BOOKS, STATIONERY, FANCY GOODS ETC.

THE McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL.

A.H. HOWARD - DESIGNER

School Blanks

— 1901 —

Original Designs *Appropriate Subjects*

Exquisitely Lithographed

WE beg to advise the trade that we have now under preparation a complete new assortment of **Cover Designs** for the School Season. We are sparing no expense to make this season's lines the most appropriate and pleasing in subjects, as well as of the highest quality in workmanship that **Lithography** can produce.

Our travellers will make their trips in ample time to place orders. The trade will be repaid by holding orders until they see our . . . . . .

NEW LINES.

Warwick Bro's & Rutter,

Manufacturing Stationers, **TORONTO, ONT.**

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Standard Commercial Works.

Matte's Interest Tables,

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum. by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 11¼ x 9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1 12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $4.00

Buchan's Sterling Equivalents and Exchange Tables.

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 16 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

THE AUTOBIOGRAPHY OF DREYFUS

UNDER THE TITLE

FIVE YEARS OF MY LIFE.

With Engravings and Diagrams.

CLOTH, $1.50. PAPER, 75 CENTS.

THE OCTOPUS

By FRANK NORRIS.

CLOTH, $1.50. PAPER, 75 CENTS.

THE PORTER OF BAGDAD

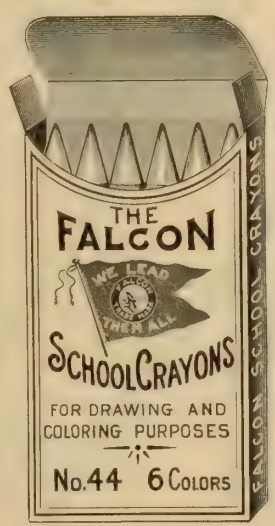
By PROF. A. McMECHAN.

CLOTH, $1 00

George N. Morang & Company, Limited

90 Wellington Street West, TORONTO.

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE US FOR CATALOGUE.

The STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave,
Lynn, Mass., U.S.A.

BAIN BOOK AND STATIONERY CO. TORONTO

GEO. W. BEALL BOOKS, STATIONERY & JEWELERY LINDSAY, ONT.

Book Labels

In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work. Any Shape, Style or Color Any wording or design.
EXPRESS PREPAID.
Levy & Co., Toronto
Label Makers

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

SOMETHING EXCELLENT
FOR 1901

EXERCISE BOOKS

SCRIBBLING BOOKS

The Scholars will ask
For
"Copp, Clark"
Designs

KING
DAWN
INDIAN HEAD
DAISIES WON'T TELL
FLEXIBLE
SCHOOL

QUEEN
CENTURY
MAPLE LEAF
DOMINION ARMS
PUSSY CAT
GREAT WEST

SCHOOL BOOKS

Ready
For
School Opening,
September Term

The Copp, Clark Company
LIMITED

64-66 Front Street West, - TORONTO.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, MAY, 1901. No. 5.

TOPICS OF TRADE INTEREST.

THE COPYRIGHT AGITATION.

THE Canadian copyright question has been reopened by the meeting of the booksellers' section of the Toronto Board of Trade, and by the deputation which went to Ottawa. Copyright in books has an interest for the public, the author, the publisher, and the bookseller. The interests of the three latter can be reconciled by legislation. But the clamor of the public is for cheap books. They give little attention to the rights of authors and publishers who certainly have, in all civilized countries, an admitted claim to dispose of and to protect their own property. This indifference of the public reacts on Governments and Parliaments, and renders anything like comprehensive legislation affecting copyright a difficult matter to obtain. The Act of 1900 was a decided step in advance. It was not, however, passed by the Government after careful consideration and inquiry, but was, as we are informed, entirely the work of private persons who were public spirited enough to do work which the Ministers should have done for themselves. We have always contended that a satisfactory copyright law would work to the advantage of author, publisher and dealer and any efforts made by those in the trade should receive courteous consideration from the Government. Politicians acquire an idea that they know everything and listen with a languid air when shrewd business men approach with practical suggestions. They should be cured of this habit. They are our servants, not our masters.

***

THE MINISTERIAL ATTITUDE.

Regarding the recent deputation to Ottawa on copyright, it is related that the members received no encouragement from the Minister of Agriculture, Mr. Fisher, who is placed in charge of the subject. This gentleman may be an unquestioned authority on ensilage, turnips and the best breed of cows. But on copyright he is no authority. He should have the good sense to know this. It is neither wise nor politic of him to do anything more or less than just this: To listen with civility and attention to what experts in copyright lay before him and promise to lay the matter before his colleagues. The idea of his attempting to argue the minutiæ of this technical and complicated question is simply a joke. No doubt, as long as the electors will put up with this contemptuous attitude on the part of politicians regarding most of the questions brought before them, we shall be treated to periodical displays of the vanity and self-importance exhibited by persons of inferior ability whom chance and party loyalty have elevated into important offices.

***

A NEW BRUNSWICK INCIDENT.

Another example of political conduct which is not to be commended is the criticism bestowed upon The Educational Review in the New Brunswick Legislature by two of the members, Messrs. Tweedie and Hill, simply because that journal had exercised its undoubted rights in commenting upon the school book policy of the Provincial Government. These gentlemen had declared that The Educational Review was not read by one fifth of the teachers of the Province, and that an article opposing the new geography was inspired and paid for by a rival publisher. The respected editor, Dr. G. V. Hay, promptly nailed both these statements, and they were formally withdrawn by the two speakers. It is not often politicians are so quickly brought to time. Whether The Review's comments were reasonable or not has nothing to do with the case. We are all entitled to free discussion, and, as politicians have the additional privilege of saying what they please in debate without being open to legal penalty, it is all the more necessary that they should stick to facts and not make untrue statements. However, in this case, the remedy was quickly applied.

***

THE FREE BOOK FAD.

Nothing more has been heard of the free text book idea in Ontario. We trust it will make no progress. The proposal involves loss to the trade, and should be resisted, because, if we are going to interfere with private enterprise and launch out into socialism, let us do it on a comprehensive scale, not in patches to suit faddists or schemers. The position of this question in the State of Minnesota is worthy of note. The law there allows school districts to make contracts direct with publishers for three or five years. This is subject first to approval by the voters, and by the Superintendent of Education. The law provides that five or more legal

voters may petition the trustees to submit the question of free text books to a vote. After ten days' notice a meeting may be held to decide the question. If a majority vote in favor of free text books, it is the duty of the trustees to provide the same. Now, this too is unfair, because it does away with the retail bookseller.

NEW BOOKS JUST OUT.

A PAPER covered book, "St. Vedas," by Annie S. Swan, comes from Oliphant, Anderson & Ferrier, Edinburgh and London. The great popularity of this writer's books is well known, and the price of this edition, sixpence, will place it in everybody's hands.

"A Honeymoon in Space," by George Griffith, is the striking title of a Jules Verne sort of story which always has a host of friends. It is published by George Bell & Sons, London, bound in strong paper cover and is well printed and illustrated.

A book of poems by F. Montagu Lloyd will be particularly acceptable at the present time. The poems are all of a patriotic or military character. "Two Little Middies," "Omdurman," and "The Queen's Eightieth Birthday" give an idea of the character of the book. It is published by Elliot Stock, London.

"Understudies," by Mary E. Wilkins, is one of the latest of Wm. Briggs' publications. It is bound in cloth, the cover is designed in gold and colors; the print is large and the numerous half-tone illustrations make an attractive book. Miss Wilkins' books are too well known and liked to need comment.

Robert Ackrill, Harrogate, Eng., is the publisher of "An Imperial Ode for the Twentieth Century," by Samuel Jefferson. The title explains the character of the book. A rather unique cover, embossed with flags, etc., is an appropriate one for the book, which is dedicated to Lord Roberts.

"Uncle Terry," a story of the Maine coast (McLeod & Allen, Toronto), is as delightfully entertaining a book as has appeared for a long time. It has the ring of true home sentiment, without sensationalism, but at no point dull. Uncle Terry is a "character," and the sea waif, "Telly," who is rescued from the waves and becomes the daughter of the old lighthouse keeper, is herself an attractive heroine. It is a love story throughout, but the sentiment is not maudlin, and the only villain soon takes himself off. Altogether "Uncle Terry" is an excellent Summer book, and will prove its qualities during the coming season.

The Book Trade in Winnipeg

Chats About Recent Works and their Authors.

From THE BOOKSELLER AND STATIONER'S Special Correspondent.

Winnipeg, April 25, 1901.

THE sale of memorial numbers of the Queen has been enormous here, one house alone selling as many as 1,000 copies of Black and White.

It is astonishing how "Eben Holden" continues to sell, and after all perhaps it is not astonishing either, for it is a charming tale of home life, with strong character studies that take hold of the imagination.

"Lords of the North." This book was looked forward to with special interest in the West because the author was one of "our own people," and also the book was about those romance-enshrouded days of the great fur companies. The sales during the Christmas holidays and up to the middle of January were very large, but since then have diminished. For a time it was the most frequently discussed book in Winnipeg and many and diverse were the opinions expressed anent it. The general verdict seemed to be that, in spite of many glaring crudities, the book was fascinating to read and gave great promise of better things to come. Of course, interest in the book revived all sorts of kindly reminiscences of its author. A fellow-student at Manitoba College, chatting with your correspondent, remarked, "Aggie Laut was a great favorite with the late Principal King and he was fond of predicting great things for her." Another chimed in with "Aggie was always so clever, why, she was teaching when she was little more than 16." Her tall, slight figure, delicately cut features and bright hair made a pleasing presence on the streets of Winnipeg so long that she is not likely to be soon forgotten, and her Western friends will follow her career with interest.

Another Winnipeg author of whom the city is immensely proud is Rev. C. W. Gordon ("Ralph Connor") whose "Sky Pilot" and "Black Rock" continue to sell every day of the week. One retail house received 200 copies just at Christmas and is reordering again now, while other houses state there is hardly any book so difficult to keep in stock.

"To Have and to Hold" and "Prisoners of Hope," sell steadily, as does also "Alice of Old Vincennes," and the later book by the same author, "Sweetheart Nanette."

"The Christian" has been in demand again since the play was put on here. Some benevolent individual sent tickets to the nurses of the General Hospital, and as many as could get off went to see "Nurse Glory." If there is anything in the old story of your left ear burning when people speak evil of you Hall Caine must have had a warm ear that night. There are one or two graduates here from the very hospital he professed to talk about, and it so happened they had not read the book. When the play was over they simply raged, the others joined in and it is safe to say it was well for the author he was not near the Nurses' Home of the General Hospital, Winnipeg, that night.

"The Heart of an Ancient Wood," is not as popular here as it deserves to be. Surely it is one of the most exquisite nature studies ever written—none but an artist and a poet could have written the chapter describing the old lumberman's march through the forest and all the unseen eyes that watched him. Again, the tragedy of the last chapter and the repetition in a new and beautiful form of the world old lessons that it is only "on stepping stones of our dead selves we rise to higher things," and that the purest human love is for evermore made perfect through suffering.

Conan Doyle's "Great Boer War" finds an ever increasing number of readers, and is clearly the most popular book on the war yet issued. Speaking of South Africa, there is one book, little talked of but nevertheless delightful and profitable to read, Violet Markham's "South Africa, Past and Present." Miss Markham was not in Africa during the war but her book deals clearly, concisely and impartially with the causes leading up to it, and, unlike most writers on the subject, she gives a graphic account of the present situation of the native question and what its solution is likely to mean in the future. To all this is added several delightful chapters of personal travel and experience.

"Soldiering in Canada," by Colonel Denison has found many readers in the West and with the advent of the paper edition the sales have doubled.

Other books that have proved good sellers are "The Cardinal's Rose," "The Cardinal's Snuff-box," "Visits of Elizabeth," "Peccavi."

During April, Winnipeg was honored by a flying visit from Isaac Taylor Headland, the author of the famous "Chinese Mother Goose Rhymes." Mr. Headland only remained between trains and spent the time with "Ralph Connor."

E. C. H.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - - 232 McGill Street, Telephone 1255.
TORONTO - - - - - - 10 Front Street East, Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C., W. H. Miln.
MANCHESTER, ENG. - - - 18 St Ann Street, H. S. Ashburner,
WINNIPEG - - - - Western Canada Block, J. J. Roberts.
ST. JOHN, N.B. - - - No. 3 Market Wharf, J. Hunter White,
NEW YORK. - - - - - - 176 E. 88th Street,

Subscriptions, Canada and United States $1.00.
Great Britain and elsewhere ....6s. 3d.

Cable Address { Adscript, London. / Adscript, Canada.

BOOKS AND PERIODICALS.

PUBLISHERS' SYNDICATE BOOKS.

The season of out-of-door books is again with us, and The Publishers' Syndicate, Limited, of Toronto, this month announces a strong list of publications suitable to the opening of Summer. This house has devoted special attention for some years to this delightful class of literature, and has become known as the leading Canadian publisher of Nature books.

The Syndicate leader among Nature books this month is undoubtedly Ernest Seton-Thompson's new book, "Bird Portraits." It is of quarto size, on heavy coated paper, 8½ by 12 in., and bound in green cloth. The series of bird pictures by the distinguished artist are very charming, while the accompanying descriptions have been entertainingly written by Ralph Hoffman, of the Audubon Society, one of the authors of "Bird World." Mr. Seton-Thompson's newest work will be sure to meet with a warm welcome in every part of Canada, and orders, to insure prompt shipment from the first Canadian edition, should reach The Publishers' Syndicate as early as possible, as the book is just about to issue at the time of going to press.

Other Nature books of great excellence may be found in The Publishers' Syndicate list, such as Dugmore's "Bird Homes," Margaret W. Morley's "Wasps and Their Ways," Harriet L. Keeler's "Our Native Trees" and Mrs. Dana's "Wild Flowers" and "Ferns," all of which are recognized as leaders on their subjects. Besides these may be mentioned "Flame, Electricity and the Camera," by George Iles, a new Canadian edition of which has been printed to meet the demand.

In the field of fiction, it may be mentioned that The Publishers' Syndicate has issued a second Canadian edition of Booth Tarkington's short novel, "Monsieur Beaucaire," which has had an almost unprecedented run in the United States, selling up to over 90,000 copies in a short while. The first Canadian edition was run off in about a month. This book may be recommended as a most delightful bit of fiction issued in a charming form.

The new novel by Clifford Smith, "A Daughter of Patricians," has been placed on the market during the past week by The Publishers' Syndicate, and is meeting with a rapid sale. The English reviews on the book have been excellent, and the fact that the story, in addition to being a strong tale, deals with the phase of law involved in the Delpit case in Montreal, lends to it more than an ordinary interest. The novel is issued both in cloth and paper.

Dr. Wm. Barry, who has become famous as the author of "Arden Massiter" and "The Two Standards," has issued through The Publishers' Syndicate an Irish story, "The Wizard's Knot," which is without doubt the best thing he has done. It is a really thrilling tale, finely told and of absorbing interest, but its chief charm to the real lover of literature lies in the intimate knowledge of Irish peasant character which it displays, and in which it is certainly unequalled by any work of fiction in recent years. "The Wizard's Knot" will prove one of the most successful novels, of the higher class, to be issued this season.

"The Love Letters of Dorothy Osborne," that admirable classic of epistolary literature, is having a wide sale since the new edition was issued by The Publishers' Syndicate. Dealers should not be without some copies of this book. In fact, it may well be said that a pleasing feature of the Syndicate list is the uniform high character of the publications offered to the Canadian reading public by this enterprising company.

MORANG & CO.'S NEW LIST.

Morang & Co. announce the early publication of "Five Years of My Life," the appearance of which is exciting so much interest in Europe and the United States at present. Here we have for the first time from the pen of the chief actor in the Dreyfus tragedy a plain circumstantial record of the sort of treatment he received from his captors and the persecution on the lonely island in the midst of the inhospitable sea. The aspect of sincerity is on every page and the book will do much to place Dreyfus in his right position before the world. It is illustrated with several interesting half-tone cuts, besides plans and sketches, which add greatly to the value of the volume. It goes without saying that this book will be a great seller.

The trade has responded to the advertisements and newspaper criticism of "The Visits of Elizabeth" and the result has been to stimulate a large sale which will not be interfered with by the cheap and imperfect piratical reprint which a few minor booksellers have thought it worth their while to try and sell.

"The Octopus" is proving its great interest as a book by the demand for it which has at once sprung up in the trade. It is recognized as of exceptional strength and as possessing the requisites to make it an important feature of the year's book trade. Members of the trade will find it to their advantage to handle this book as it is sure to make a name for itself in the immediate future. The fight against a powerful railway monopoly exactly reproduces the attitude of mind of a great many persons in Canada. It is a long story with plenty of vim, and is realistic without coarseness.

Mr. Bain's new edition of "The Travels and Adventures of Alexander Henry" is one of the most strikingly handsome pieces of bookmaking that we remember to have seen in this or any other country. It sells for $3.50 net. It is a necessity to every Canadian collection. Henry's travels are vivid and interesting and the book is therefore something far more than a work of antiquarian value.

Morang & Co. are adding another new volume to their educational series. It is "Concerning Children," by Charlotte Perkins Gilman, author of "Women and Economics" and other works. The book aims at discoursing in a pleasant incisive way upon the training of the mind and character of children. It has all the serious philosophy, keen wit and clever satire of this author's other books, and is not only of special value to teachers and all those concerned in education, but has a great attraction for mothers of families. It sells at $1.25.

W. J. GAGE & CO.'S LIST.

W. J. Gage & Co. have made a great hit in securing "God's Puppets," by Imogen Clark. It is a most fascinating novel and a book among books. The first American edition was just off the press two days and a second large edition was immediately printed. We cannot do better than quote the following: "W. J. Rolfe, of Cambridge, Mass., the well-known Shakespearian editor and author, has written Imogen Clark high praise of her beautiful story, 'God's Puppets.'" The following extract is published with permission: "Just a line to tell you how much I have enjoyed your novel. When I found time to take it up I couldn't lay it aside for work that I ought to be doing, and I finished it at two sittings. It is a masterly work, better than I anticipated, measuring your ability by what I had already seen of your books and magazine matter. It is far ahead of the 'Little Lad,' admirable and charming as that was in its way. It ought to have a large sale, but nowadays it isn't the best

BOOKS AND PERIODICALS—Continued.

novel that runs up into the hundred thousands—more's the pity."

Ellen Thorneycroft Fowler has just given us a new volume of fiction entitled "Sirius." It is a gallery in vivid miniature of various phases of life in the upper middle classes of English society. To readers who have read her books, "Concerning Isabel Carnaby," "The Farringdons," etc., this new work needs no introduction. It displays her humor and epigrammatic quality and her adroitness of character suggestion which have won such great popularity for her original and quaint stories.

Two very popular books are "Stringtown on the Pike" and "A King's Pawn." These are accorded a leading place in The Bookman's list of the best selling books of



IMOGEN CLARK.

the month, and are among the six most popular books in six of the largest cities in the United States.

Mr. Zangwill's work is never ordinary or of the cheap sensational order, and this doubtless explains why his books are popular for many years, and his work is not in vain. In a lengthy review of his "Mantle of Elijah," The Montreal Star concludes as follows: "No one who cares for the higher form of novelistic work, with seriousness of ain and a studious elaboration of style, can fail to welcome 'The Mantle of Elijah' as a human document of real value and significance." W. J. Gage & Co. have just issued a second Canadian edition.

THE COPP, CLARK CO.'S LISTS.

Several of the new books announced by the Copp, Clark Co. have appeared during the past month. The "Helmet of Navarre" is perhaps the most notable in the list, and its absorbing interest as an historical romance has caught the fancy of thousands of readers in the New York ma azine in which it is appearing serially. The advance orders placed by Canadian dealers were large, and the book is expected to be one of the best sellers in the list for a long time.

In "The Observations of Henry" Jerome K. Jerome presents a series of short tales embodying the experiences of a London waiter with certain types of people whom he had run across in the daily round of work. They all are readable, rather amusing and end well. While not farcically humorous, as Mr. Jerome's previous works would lead one to think, they do not want for a certain quality of satire. The quaint philosophy of Henry, who never rises above his rank and regards all the persons whose adventures he sketches from his own standpoint, is well worth a study.

Hamlin Garland's "Her Mountain Lover" turns out to be a richly humorous tale with a lively action from start to finish. The Colorado miner, "Jim," who goes to London to sell a mine and carries all his Western ways with him, is a delicious piece of semi serious absurdity, and his remarks upon the cherished institutions of England are amusing in the extreme. It is a man's or a woman's book just as you like and can be strongly recommended to readers who like a judicious admixture of social satire and adventure.

A highly important work is Holmes' "Life of Queen Victoria," which was issued a few years ago in a sumptuous edition at $50 with the Queen's authority and partly under her supervision, and which is now accessible for popular sale at $2 retail. It is profusely illustrated and nicely bound. It has the advantage of being authentic, especially as regards the early life of the Queen, and is brought down to date. For a one volume life of the late sovereign it is not likely ever to be equalled. Mr. Holmes is the librarian of the Royal Library at Windsor, and his sources of information were, therefore, unique. More elaborate and far more expensive biographies will doubtless appear in the course of time, but this one will fill all the purposes of popular trade.

The latest issue of Longman's Colonial Library is "Lysbeth" by H. Rider Haggard, a tale of the Dutch revolt against Spanish rule in the 16th century. The tragic career of Lysbeth, whose son Foy is the hero of the story, is bound up through him with the cause of William the Silent. It is a stirring tale, with a love story connecting the stormy scenes of the terrible period. There are scenes of great impressiveness in the book.

The long delayed work of Winston Churchill, "The Crisis," is promised for May 25. From such advance notices as we have seen it is hailed as superior to "Richard Carvel."

In June the same publishers expect to have out an edition of S. R. Crockett's new volume entitled "Cinderella."

"Pro Patria" and "Mistress Nell" are two other new novels with qualities that appeal to large sections of the reading public.

WM. BRIGGS' NEW BOOKS.

A new Canadian story, one that promises a degree of popularity to threaten the best of its predecessors, will shortly be published. The writer is Miss Winnifred Johnston, of Fredericton, N.B. Miss Johnston entitled her story "From Laughter to Song," and its scene is laid in the fishing village and Summer resort of Carillon, on the Lower St. Lawrence. The story is unique, in that it introduces the modern French-Canadians of the better educated class. Heretofore we have had only the habitant, or the French of early colonial times, in our Canadian novels. In Miss Johnston's story the inter-relation in social life of the French and English is depicted, and the climax comes when the heroine, Kitty Russell, falls in love with a brilliant young Frenchman. The dialogue throughout the story is conspicuously clever and vivacious, and descriptive passages of rare beauty abound.

A volume of "Canadian Essays: Historical and Critical," from the pen of the well-known poet and litterateur, Thomas O'Hagan, Ph. D., is on the press. The earlier essays in the book deal with the history of the Roman Catholic Church in Canada; the later ones, of more general interest, are on such topics as "The True Story of the Acadian Deportation," "French-Canadian Life and Literature," "Canadian Poets and Poetry," and "Canadian Women Writers." Dr. O'Hagan has made a special study of Canadian literature, and, as he is a capable and discriminative writer, his volume of essays will be well worth procuring.

An attractive and interesting story of country life in Northern Ontario, entitled "Pine Lake," by Miss Magwood, of Hanover, is in course of issue. It describes the experience of a young school teacher leaving home to take charge of a country school. A lively picture of the social life of the community is given. The moral is in the influence upon the life of the place of a sensible, strong-minded girl. The story ran as a serial in Onward, and created most uncommon interest and a general demand for another from the same writer.

A Canadian edition of another of Grant Allen's delightful Nature books is shortly to

OUT-OF-DOOR BOOKS--AND OTHERS

Nature Books.

Bird Portraits, A New Book—By Ernest Seton-Thompson.
Heavy coated paper, 8½ x 12 inches, quarto cloth, $1.50.

Bird Homes—By A. R. Dugmore.
Illustrated in black and colors, cloth, $2.00 net.

Wasps and Their Ways—By Margaret W. Morley.
Illustrated, cloth, $1.50.

Our Native Trees—By Harriet L. Keeler.
Profusely illustrated, cloth, $2.00.

How to Know the Wild Flowers.
—By Mrs. Wm. Starr Dana.
New edition with colored plates, cloth, $2 00.

How to Know the Ferns.
—By Mrs. Parsons (Mrs. Dana).
With many half-tones and drawings, cloth, $1.50.

Flame, Electricity and the Camera.
—By George Iles.
New edition, in black and colors, cloth, $2.00 net.

Fiction.

Monsieur Beaucaire—By Booth Tarkington.
Second Canadian edition, finely illustrated, cloth, $1.00 net.

A Daughter of Patricians—By F. Clifford Smith.
A strong romance of French Canada. Illustrated, cloth, $1.25; paper, 75c.

The Wizard's Knot—By Dr. Wm. Barry.
An Irish romance from the now famous author of "Arden Massiter." Cloth, $1.25; paper, 75c.

Miscellaneous.

The Love Letters of Dorothy Osborne.
A new edition of this charming correspondence with Sir William Temple. With frontispiece, cloth only, $1.25.

The Boys' Book of Inventions.
—By Ray Stannard Baker.
A splendid book for boys. Illustrated, cloth, $2.00.

The Boys' Book of Explorations.
—By Tudor Jenks.
A companion to the above. Illustrated, cloth, $2.00.

WRITE FOR OUR CATALOGUE. LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited

7 and 9 King St. East, TORONTO.

F. & E. W. KELK

76 YORK STREET.

Hammocks, Baseballs, Croquet, Waggons, Lacrosse, Tennis, Footballs, Cups and Saucers, in great variety.

Customers while in the city would do well to inspect our line of Hammocks. They will be found very complete and low in price. We have just received a special lot of Cups and Saucers which, on account of an advance in cheap China, will be found very advantageous for your stock lines, to sell at 10 and 15c.

We would like to send you a Few Samples.

F. & E. W. KELK,

76 York St., TORONTO

Overheard, in the Book Department.

Concerning { The Helmet of Navarre. By Bertha Runkle.

Buyer (Enters the Copp, Clark Co's warehouse, and picks up "The Helmet of Navarre," attracted by its striking cover).
Is this a good book?

Salesman It is the best seller we have.

Buyer Yes. But is it worth reading? We don't wish to lose the confidence of our customers.

Salesman No recent book has made such a stir among the critics. It has been called "the best piece of historical fiction ever produced by an American."

Buyer Very good! But what do you think of it?

Salesman I can but agree with the most eminent critics.

Buyer It will retail at 75 cents and $1.25 you say? It really should be a $1.50 book. However, we won't quarrel about that. Send up 100, please.

BOOKS AND PERIODICALS—Continued.

appear. The work is entitled "Nature's Workshop." Among the contents are: "Sextons and Scavengers," "Plants That Go To Sleep," "Masquerades and Disguises," "Some Strange Nurseries," "Animal and Vegetable Hedgehogs," "Armor-plated Animals," etc. Numerous illustrations embellish the volume. Few naturalists have made so close a study of the insect world, or can write as entertainingly of the ways—often so wonderfully human-like—of these tiny creatures, as this distinguished Canadian, whose death was a world loss.

Another volume in the really splendid series of Nature books, illustrated in the natural colors, published by Doubleday, Page & Co., of New York, has just been published. The work in question is "The Mushroom Book," by Nina L. Marshall. It is described as "a popular guide to the identification and study of our commoner fungi, with special emphasis on the edible varieties." The taste for these dainties is by no means a modern one. Juvenal tells us of one old Roman enthusiast who was so carried away by his love for them as to exclaim: "Keep your corn, O Libya, unyoke your oxen, provided only you send us mushrooms." It is with surprise the average reader will learn from Miss Marshall that "most of the species called toadstools are edible." We should venture to say a careful study of "The Mushroom Book" would lessen the demand for coroners' juries.

The autobiography of Booker T. Washington, founder and principal of the Tuskegee Normal and Industrial Institute, and perhaps the most remarkable man the negro race has yet produced, has been published with the title "Up From Slavery." The life story of this man as related by himself, without the slightest ostentation, is of thrilling interest. From the half-clothed and half-starved slave-child to the impassioned orator holding spellbound a great assemblage at the Atlanta Exposition, in a speech that was declared at the time to be "the most notable speech, both as to character and the warmth of its reception, ever delivered to a Southern audience"—it is a far remove from one of these to the other, yet here it is, in the career of this self-made man, upon whom Harvard University conferred the honorary degree of Master of Arts. The book should have, and will undoubtedly have, a wide sale.

Mr. Henry J. Morgan is preparing for publication a revised edition, brought to date, of his "Canadian Men and Women of the Time." The present edition was published in 1898. Mr. Morgan also has well on to completion his work on the "Celebrated Women of Canada."

A new book of sacred songs by Mr. John M. Whyte, the well-known evangelistic singer, with the title of "Battle Songs of the Cross," has just been published. It contains all of Mr. Whyte's previously published pieces and 100 entirely new ones.

A pamphlet on the trees and shrubs of Ontario, with numerous drawings illustrative of leaf forms, is to be published early in June. The writer, Mr. W. H. Muldrew, of Gravenhurst, is a careful student of our forest trees. His pamphlet will be exceedingly valuable.

A new Pansy book, "Pauline," is to be published early in the present month in the Canadian copyright edition.

"Ralph Marlowe" has caught the tide of popularity, and bids fair to rival "Eben Holden" in its sales. In Doc. Barwood, the author, himself a doctor, has delineated a fine character—a country physician, gruff, satirical, with little religious sentiment, but doing a thousand acts of charity of which the world about him rarely heard, and working himself to death for his patients. The author has introduced many interesting and amusing characters, the most of them drawn from life.

A NEW RELIGIOUS MONTHLY.

THE British Monthly, an Illustrated Record of Religious Life and Work, is now in its sixth number. It is published by Hodder & Stoughton, London, Eng., and edited by Dr. W. Robertson Nicoll. The journal is much superior in every respect to the average religious publication of the kind, particular attention being paid to the illustrations, which are profuse and capitally executed. The staff of contributors contains the names of many of the best known Presbyterian divines in the United Kingdom. Special plates of noted persons in the religious and secular world are frequently presented to the readers. Stories, continued and short, by popular authors, are among the features that should make the publication acceptable to the public. The magazine is well printed on good paper, and if placed on the bookseller's counter is bound to attract attention. There is room for such a magazine, and, if pushed, it should sell well. It is handled by the Upper Canada Tract Society, 102 Yonge street, Toronto, and the price is $1 75 per year. It is certainly the best edited, printed and illustrated of the religious journals that reach this office. Most of the papers of this class have weak spots—this one is strong in every feature. While the articles have more or less of a Presbyterian tinge, they are of such a character that they will be appreciated by readers of all denominations as they tend to promote good fellowship among men.

POINTERS FOR PROGRESSIVE DEALERS

DECORATED CREPE TISSUE FOR WINDOWS — The decorated crepe tissues lately put on the market are being used by stationers with good results in window trimming. They can be shown for sale in almost any way, and besides making an effective setting or background for other goods, they add much to the appearance of the window. One stationer shapes them into the form of fans, and arranges them around the goods. Another strings them across the back of the window either draped or opened out to show the whole design and color, thus creating a striking background for the display. In the interior of the store they can be well displayed, and also be used to make the place more attractive, when hung along the shelves and, where possible, the counters. Some dealers show them in glass cases, folded up, and arranged in pyramids or some other from; but this does not allow the design to be seen properly. The best display of all from the interior of the store is made by placing the crepe paper across the top of the window, or over a back window, if there is one. In this way the stained glass effect is produced and a striking display made of the goods. Of course it is not necessary to use enough on the window so as to darken the store.

A PRAYER BOOK DISPLAY.—There was a unique Easter window in one of the stationery stores, which usually is abreast of others in regard to window display, made up of Prayer Books. A small stand in the form of steps was covered with white crepe tissue, and, on the steps, were arranged small, leather-bound Prayer and hymn books, most of them standing on end, so as to show the gold lettering on the covers or the letter clasps, but some were shown in cases. Around the bottom of the stand on the floor of the window some fancy stationery was placed, as a sort of "filler" for the rest of the window. The Prayer Books were the centre of attraction, and proved to be a paying display.

VISITING THE MARKETS —The country dealer will benefit considerably from an occasional visit to the city stores and wholesale houses, inspecting the methods, stock, its arrangement, etc., of the former, and looking over the goods of the latter, so as to get a wider choice than the traveller can

give. In this way many ideas will be picked up that will in his own business prove useful and money-making. By merely taking a choice of the travellers' goods the dealer gets no better stock and much the same lines as his competitors, but an inspection of the wholesale houses and of the goods that the city retailers are showing will reveal many things that the country dealer might profitably place in his store, but which he gets no chance of seeing from the travellers' lines. The country dealer who confines his attention to his own store and neglects to profit as much as possible by observing the methods of his competitors and the larger dealers in the cities is apt to become "rusty," and will be beaten out by a wide-awake fellow dealer. There are many points in showing goods, too, in which the city dealers, having greater opportunities to pick up new ideas in this line, are ahead of stationers in small places; and care bestowed on the display of goods in the store or window is never fruitless.

CAREFUL SHOW OF INVITATION STATIONERY.—A good way of showing calling cards, invitations, etc., is that adopted by a certain bright retailer in Toronto. He had a long, flat case with a glass side made the length of his window, and in this the cards and other goods of the kind are shown. The case is placed at the base of the window, close to the glass, though it could also be placed in other positions and show its contents as well. There is the advantage of using this, that the goods are not spoiled by the dust about the store, as if they were shown openly, and they can be arranged in the case with much greater ease and with better effect than if they were placed in the window separately.

BARGAINS IN STATIONERY.—Unless the retail stationer has a certain day in the week which he advertises as his bargain day, it is better not to bring on special sales too often, or continue them for more than a day or so when they are on. If the dealer has a regular day for bargains, there is the impression that whether he has any particular line to sell out or not, he will put some goods on the bargain counter for the sake of the day. But when bargain sales are announced very frequently and at different times in the week, the public get to think that a store with so many bargain goods is not the place to get good quality when wanted. Nor is it a good plan to run a sale too long. People looking for bargains will go and get what they want as soon as possible after seeing the sale advertised, and an advertisement of a sale which is kept running a couple of weeks not only does little good, but leaves the impression that there is either very little bargain to be had or that a large stock of cheap goods is carried. C. G. H.

BOOMING ALREADY

Our New Books.

Martin Brook

A story of modern American life.

By MORGAN BATES.

Paper, 75c.; Cloth, $1.25

Up From Slavery

By BOOKER T. WASHINGTON.

Cloth net $1.50

As a book of intense human interest and impressiveness, it cannot be equalled.

Ralph Marlowe

By DR. JAMES BALL NAYLOR.

Paper, 75c.; Cloth, $1.25

A fascinating novel, full of the quaint humor and simple pathos of Ohio country life. Rich in possible adventures; surpassing in its bright witticisms, laughable incidents, and newness of plot all the popular novels of the day.

The Inlander

By HARRISON ROBERTSON.

Paper, 75c.; Cloth, $1.25

This is a dramatic story of love and jealousy, the scene of which is Louisville, Ky. The characters are strongly drawn types, the action is brisk, the situations are full of intense and emotional interest. Mr. Robertson may justly be regarded as holding a high place in the list of Southern writers.

John Vytal

By WILLIAM FARQUHAR PAYSON.

Paper, 75c.; Cloth, $1.25

A romantic love story of Raleigh's famous "lost colony." The tale has a fair historical basis, and gives a powerful picture of the hardships of the early colonists in this country.

The Mushroom Book

By NINA L. MARSHALL.

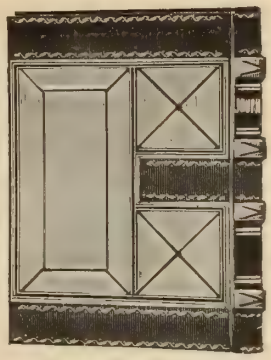
Cloth, $3.00

Illustrations: 24 colored plates, 24 black and white, and over 100 text pictures.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO



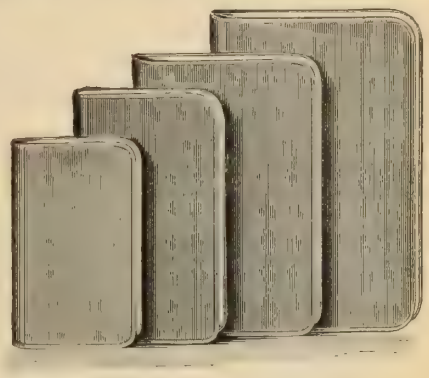
ACCOUNT BOOKS

We manufacture and keep in stock every description of Blank Books—all sizes and styles.

LEDGERS, JOURNALS
CASH BOOKS, DAY BOOKS
LETTER COPYING BOOKS
TRIAL BALANCE BOOKS
MINUTE BOOKS, INDEXES, ETC

COMPLETE LINE OF

MEMO and VEST POCKET BOOKS.



PEN CARBON LETTER BOOK,

No Water, no Press, any Ink, any Paper.

LEATHER GOODS

We carry a very complete stock of the latest designs and patterns, our own manufacture—equal to the best imported.

PURSES, BILL WALLETS, PORTFOLIOS, CARD and LETTER CASES, DRESSING CASES, MUSIC ROLLS and FOLIOS, ETC., ETC.

Newest and finest makes of leather.

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,

51-53 Wellington St., W., TORONTO.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

CHARLOTTETOWN.

1. "Master Christian," by M. Corelli. Briggs.
2. "Reign of Law," J. A. Allen. Copp.
3. "Mooswa," by W. A. Fraser. Briggs.
4. "Eben Holden," by I. Bacheller. Poole.
5. "Stringtown on the Pike," by J. U. Lloyd. Gage.
6. "Mantle of Elijah," by I. Zangwill. Gage.

FREDERICTON.

1. "Eben Holden," by I. Bacheller. Poole.
2. "David Harum," by E. N. Westcott Briggs.
3. "Richard Carvel," by W. Churchill. Copp.
4. "Dorothy Marlow," by Sir W. Besant
5. "Lane that Had No Turning," by G. Parker.
6. "Master Christian," by M. Corelli. Briggs.

MONCTON.

1. "With Ring of Shield," by K. Magee. McLeod.
2. "Stringtown on the Pike," by J. U. Lloyd. Gage.
3. "Palace of the King," by F. M. Crawford. Copp.
4. "Richard Yea-and-Nay," by M. Hewlett. Copp.
5. "Eben Holden," by I. Bacheller. Poole.
6. "The Sky Pilot," by R. Connor. Westminster.

OTTAWA.

1. "Visits of Elizabeth," by E Glyn. Morang.
2. "With the Guns in South Africa," by Lieut. Morrison.
3. "Love Letters of an Englishman" Unicorn Press.
4. "Eben Holden," by I. Bacheller. Poole.
5. "Lords of the North," by A. C. Laut. Briggs.
6. "Palace of the King," by F. M. Crawford. Copp.

MONTREAL.

1. "Visits of Elizabeth," by E. Glyn. Morang.
2. "Babs the Impossible," by G. Grant. Briggs.
3. "The Duke," by J. S. Clouston. Copp.
4. "Eben Holden," by I. Bacheller. Poole.
5. "Alice of Old Vincennes," by M. Thompson. Briggs.
6. "Englishwoman's Love Letters." Morang.

KINGSTON.

1. "Englishwoman's Love Letters." Morang.
2. "Cardinal's Snuffbox," by H. Harland. McLeod.
3. "Alice of Old Vincennes," by M. Thompson. Briggs.
4. "House of Egremont," by M. Seawell. Copp.
5. "Babs the Impossible," by G. Grave. Briggs.
6. "Lords of the North," by A. C. Laut. Briggs.

PETERBORO'.

1. "The Third Floor," by Mrs. Dudeney. Gage.
2. "The Sea Farers."
3. "Englishwoman's Love Letters." Morang.
4. "Lords of the North," by A. C. Laut. Briggs.
5. "Stringtown on the Pike," by J. U. Lloyd. Gage.
6. "Cardinal's Rose," by V. T. Sutphen. Briggs.

TORONTO.

1. "Visits of Elizabeth," by E. Glyn. Morang.
2. "Her Mountain Lover," by H. Garland. Copp.
3. "Lest We Forget," by J. Hocking. Briggs.
4. "Alice of Old Vincennes," by M. Thompson. Briggs.
5. "Eben Holden," by I. Bacheller. Poole.
6. "Uncle Terry," by C. C. Munns. McLeod.

HAMILTON.

1. "Palace of the King," by F. M. Crawford. Copp.
2. "Eleanor," by Mrs. Ward. Briggs.
3. "Master Christian," by M. Corelli. Briggs.
4. "Englishwoman's Love Letters." Morang.
5. "Eben Holden," by I. Bacheller. Poole.
6. "Lords of the North," by A. C. Laut. Briggs.

GUELPH.

1. "Her Mountain Lover," by H. Garland. Copp.
2. "Stringtown on the Pike," by J. U. Lloyd. Gage.
3. "Cardidal's Rose," by V. T. Sutphen. Briggs.
4. "Richard Yea and-Nay," by M. Hewlett. Copp.
5. "Palace of the King," by F. M. Crawford, Copp.
6. "Eben Holden," by I. Bacheller. Poole.

BARRIE

1. "Cardinal's Rose," by V. T. Sutphen. Briggs.
2. "Lords of the North," by A. C. Laut. Briggs.
3. "Palace of the King," by Crawford. Copp.
4. "Richard Yea-and-Nay," by M. Hewlett. Copp.
5. "Alice of Old Vincennes," by M. Thompson. Briggs.
6. "Dr. North and His Friends," by S. W. Mitchell. Copp.

STRATFORD.

1. "Eben Holden," by I. Bacheller. Poole.
2. "Alice of Old Vincennes," by M. Thompson. Briggs.
3. "Eleanor," by Mrs. Ward. Briggs
4. "Palace of the King," by F. M. Crawford. Copp.
5. "Richard Yea-and-Nay," by M. Hewlett. Copp.
6. "Stringtown on the Pike," by J. U. Lloyd. Gage.

WINNIPEG.

1. "Boer War," by Conan Doyle. Morang.
2. "Sweetheart Nanette," by M. Thompson.
3. "Cardinal's Rose," by V.T. Sutphen. Briggs.
4. "Visits of Elizabeth," by E. Glyn. Morang.
5. "Peccavi," by J. W. Horning. Copp.
6. "Soldiering in Canada, ' by G. T. Denison. Morang.

VICTORIA.

1. "Palace of the King," by F. M. Crawford. Copp.
2. "Eben Holden," by I. Bacheller. Poole.
3. "Elizabeth and Her German Garden."
4. "Englishwoman's Love Letters." Morang.
5. "Alice of Old Vincennes," by M. Thompson. Briggs.
6. "Quisante," by A. Hope. Briggs.

VANCOUVER.

1. "Cardinal's Rose," by V. T. Sutphen. Briggs.
2. "Vengeance is Mine," by J. Stewart. McLeod.
3. "Englishwoman's Love Letters." Morang.
4. "Mantle of Elijah," by I. Zangwill. Gage.
5. "Alice of Old Vincennes," by M. Thompson. Briggs.
6. "Wizard's Knot," by W. Barry. Unwin.

CANADIAN SUMMARY.

According to The Bookman's mode of arriving at a general result (namely, by giving 10 points to the first book in each list, 8 to the second, 7 to the third, 6 to the fourth, 5 to the fifth, 4 to the sixth) the results from the 15 Canadian centres recorded above are:

	Points.
1. "Eben Holden"	65
2. "In the Palace of the King"	49
3. "Alice of Old Vincennes" / "An Englishwoman's Love Letters"	40
4. "The Cardinal's Rose"	38
5. "The Visits of Elizabeth"	36
6. "Stringtown on the Pike"	30

UNITED STATES.

1. "Alice of Old Vincennes," by M. Thompson.
2. "Eben Holden," by I. Bacheller.
3. "Richard Yea-and-Nay," by M. Hewlett.
4. "The Visits of Elizabeth," by E. Glyn.
5. "Quincy Adams Sawyer," by Pidgin.
6. "In the Name of a Woman," by A. W. Marchmont.

ENGLAND.

1. "The Master Singer." Long, 3s. 6d.
2. "According to Plato," by F. F. Moore. Hutchison, 6s.
3. "Richard Yea-and-Nay," by M. Hewlett. Heinemann, 6s.
4. "The Frobishers," by G. B. Gould. Methuen, 6s.
5. "Little Grey Sheep," by Mrs. Fraser. Hutchison, 6s.
6. "Visits of Elizabeth," by E Glyn. Duckworth, 6s.

SCOTLAND.

1. "Blue Diamond," by Mrs. Meade. Chatto.
2. "Visits of Elizabeth," by E. Glyn. Duckworth.
3. "According to Plato," by F. F. Moore. Hutchison.
4. "Golden Wang Ho," by F. Hume. Long.
5. "Quality Corner," by C. L. Antrobus. Chatto.
6. "Narrow Way," by M. Findlater. Methuen.

THE JUNE MAGAZINE.

To celebrate its 100th issue The Canada Magazine promises for the June number an attractive cover design, and the following articles among others: "A Decade of Canadian Prose," by Professor Horning; "A Decade of Canadia Poetry," by Duncan C. Scott; "A Decade of Canadian Art," by Mrs. Fairbank; "A Century of Canadian Magazines," by A. H. U. Colquhoun; "Literary Reminiscences," by Dr. George Stewart; "Wild Motherhood"—A Moose Story, by Charles C. D. Roberts, illustrated by Arthur Heming; "A Canadian in China," by H. B. Manley; "Miss Jane McIlwraith," by Majorie MacMurchy; "Robert Grant Haliburton," by Lieut.-Col. G. T. Denison; "The Snakes' Paradise," by W. A. Fraser; "Grown Baby," a story by Jean Blewett; "A Maid of Many Moods," by Virna Sheard; "The Perils of the Red Box," by Headon Hill.

OUR SPRING LIST.

The Mantle of Elijah

By I. ZANGWILL.

Paper, 75c. Illustrated. Cloth, $1.50.

The Montreal Star says: "The foremost literary critics seem to be unanimous in their opinion that 'The Mantle of Elijah' is by far the greatest novel recently published, and they recognize in it to the fullest extent the true spirit of the novelist at his best, the skill of the artist, and the fine sympathy of the poet.

Ellen Thorneycroft FOWLER'S

NEW VOLUME OF FICTION

Sirius

The author of "The Farringdons," "Concerning Isabel Carnaby," etc., has won a reputation that assures a hearty reception for her latest work, "Sirius." This is a gallery in vivid miniature of various phases of English society life, and displays Miss Fowler's well-known traits of humour, epigrammatic quality, and adroitness in character suggestion.

"A really great novel."—Buffalo News.

GOD'S PUPPETS



IMOGEN CLARK

Paper, 75c. - Cloth, $1.25.

The Brooklyn Eagle says: "The touch of human nature is there in all its fulness, and such touches, so all too rare in recent fiction, stand out immaculate. They go to the heart, and the heart touched, criticism is vanquished."

HAVE YOU READ

On Peter's Island,
The Third Floor,
A King's Pawn?

W. J. GAGE & CO., Limited, TORONTO

We are the oldest manufacturers of

STYLO. and FOUNTAIN PENS

In Great Britain.

Have been over 20 years in the line and should know something about it.

We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.

To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.

If our patterns are not right for your market we will make up any style or size to suit requirements.

This is a good seller (retails at 5s. in England).



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at **60 cents Each,** free London, Eng., less 5 per cent. for cash within 30 days of invoice.

Next month we will tell you something about our Stylo. pens.

BURGE, WARREN & RIDGLEY,

91 & 92 Great Saffron Hill, LONDON, E.C., ENG.

FANCY GOODS AND STATIONERY.

BOOK RULER. For ruling books, a German inventor has had patented a square ruler in the shape of the letter T. The crosspiece, which forms the head of the T, is shaped so that it may be hooked on to the edge of the book and give to the ruling part a perfectly horizontal or vertical position.

A COMBINATION CLIP, FILE AND FASTENER. The "Octo" is the name of a clip, file and fastener combined into one article. For holding together papers, cloth, samples, etc., it is very handy and will be found useful in banks and business offices. For filing purposes it serves as well as any other.

NEW ENVELOPE A Honolulu man, named Kauakahialii, has discovered a way to keep envelopes used for transmitting printed matter from opening in transit. The flap of such envelopes frequently slips from the interior and allows the contents to fall out. Mr. Kauakahialii's device is a small strip of very finely rolled metal, lead generally, which is pressed down after the flap is inserted and holds it in its place.

TELESCOPE PENCIL. The telescope pencil is a new form of the old sliding pencil. The principal difference is that there are more sections. At first the pencil is kept out to its full length, but, as the lead wears off, one section after another is moved back until the pencil is too short to handle, when it can be refilled.

NOVEL BOOKMARK. The American Stationer announces the appearance of a new bookmark, consisting of an oval metal or celluloid frame two or three inches long and an inch wide, which is filled with stiff paper. On the paper three columns of figures are printed. A disk of the same material as the frame is fastened inside the frame so that it can be slipped around the oval and also turned itself. On one edge of this is a pointer which can be turned towards the number of the page, so that whether the mark is at the right page or not the place may easily be found.

NEW MUSICAL INSTRUMENT. A new thing in musical instruments has made its appearance in New York, and, being handled by one of the big departmental stores, is having a great run. It is called "The Aeol," or American harp zither, and is noted for its softness and sweetness of tone being very captivating to the ear. A few of them have been brought into Canada, but only a small shipment so far. The retail price in New York is about $8, which, laid down in Canada, would be about $10, and on this there is said to be a good profit. There is said to be no difficulty in playing the instrument, even by those who cannot play by ear, as the music is numbered and slipped under the strings in such a way that little practice in playing is required. The music to go with it costs 5c. per sheet.

THE ROYAL VISIT. The approaching visit of the Duke and Duchess of Cornwall and York to Canada will doubtless create a greatly increased demand for the illustrated papers with pictures of the tour of their Highnesses through the country. The English illustrated weeklies are likely to contain pictorial accounts of the event, and as souvenirs these will be valuable and much sought after. Dealers should provide for a good supply of such papers. There will be little difficulty in getting rid of a large number.

TO FILL PENS. A new fountain pen filler consists of a rubber ball attached to one end of a slender pin, the latter being provided with a valve arrangement at the opposite end, while means is also provided for attaching the ball to the head of the penholder. The pin and valve device is used to permit free passing of the cleaning fluid or ink in cleansing the reservoir or refilling. To clean the pen and reservoir the valve is unseated by pressing the end of the pin, which projects through the rubber ball, when pressure on the sides of the ball will eject the air and draw in the alcohol or other cleaning fluid, which may be done several times, until the ejected fluid is clear.

THUMB MARK ALBUM. The thumb mark album is the latest addition to the album family. The lines in no two persons' thumbs are alike, and in this book the pages are prepared to receive the impression of the right thumb. The thumb is first pressed on an ink pad, which is attached to the album, and then on the paper, the name being written also.

SEALING NOVELTY. A candle made of sealing wax is the revival of an old idea, but may become popular now. This candle is made the same as an ordinary wax affair, with a wick running through it. After being lit the wax may be spread out with the burning end. For those who have a good deal of sealing to do this will be found an improvement on the old method.

THE DECORATING SEASON. The Duke and Duchess of York and Cornwall's visit to Canada will be the occasion for a great use of flags, decorations, etc., a trade for which stationers should prepare. Flags of all sorts are shown in Copp, Clark Co.'s. One of the heaviest and steadiest trades in this line is on the French tri-color for Quebec Province. Satin cushion tops in flags, satin ribbon flags and others are always salable. Probably their best assorted stock in goods of the decorative kind is that of the Chinese lanterns. The patterns are large, and the colors bright and new. They run from 5c. to 25c. retail. A special in them is an assortment of 25 lanterns which they sell to the trade for $2. Garlands of tissue paper, which fold up and can be packed away for use again, are in demand for many events. They retail for 5c. to 25c., and run from 7 feet to 23 feet in length. Toy pistols, cannon, etc., are shown in great variety for May 24 and other holidays. Galvanized wire catapults should be a selling article now and through the Summer. These are provided with strong elastics and well made. They run from $1 to $9.60 per gross. A special is a solid rubber ball which they are selling at $4 80 per gross. This is a regular 10c. line and can be handled profitably. Girls' bats at 80c. and 40c. per

dozen are good value. The Racquet bat has a strong string centre and is well made.

MR. MEAL'S TRIP.

Walter Meal, the American representative of Alex. Pirie & Sons, Limited, the famous papermakers of Aberdeen, Scotland, has returned to New York from his Spring visit to the firm's Canadian correspondents.

Mr. Meal reports an excellent business, more especially in the firm's recent introductions in papeteries and flat papers. His stay in New York on this occasion is not to be a lengthy one as he is booked to sail on May 17 per the ss. Yucatan for Vera Cruz and Mexico City, where he is to interview Messrs. Pirie's numerous friends in the trade.

The firm's connection is universal, indeed, there is scarcely a city in the civilized world where the products of this house are not to be found.

NEW PAPETERIES.

Some new papeteries shown in Copp, Clark Co.'s are in great favor with the trade. Tinted linear repp in assorted tints is put up in quire boxes and looks very attractive. Tinted parchment has an easy surface to write on, and in get up is extremely stylish. "Old Saxon" is a cream color with rough finish. The envelopes are the fashionable wallet-shaped variety. Antique waterlined paper is in octavo size in white and sells rapidly. The preference is generally given to blue, though green and pinks are well liked. A very good line of 5c. pads is shown with covers that are usually found only on the 10c. goods. These are going fast and will not be renewed. In ink bottles a novelty is the non-spillable Columbus egg inkwell. This is of rubber with nickel covering, and however it may be knocked around the ink will not come out. As a novelty, besides being very useful, it is taking with the trade. Another non-spillable bottle has a large, heavy brass stand and tops the glass well being removable from the inside. The spiral pen-rack is not new, but is in steady demand. It will hold a large number of pens and retails for 10c. A great many glass paperweights are being sold. These the dealer can have a local photographer take some pictures for, and stick them inside the weight. New pencil boxes are shown which have six different openings, some sliding and others on pivots. The office diaries are to be ahead of all previous ones, containing more information and being twice as useful to all mercantile people, as well as the special books for lawyers, bankers and insurance men. The "Squeegee" albums for holding small photographs are a new thing and appear to be taking well. They are bound in canvas

"King Edward VII."

The New Society Notepaper.

A beautiful line, will be handled by all up-to date stationers and booksellers.

—Lowest quotations and
—samples to the trade.

THE
BARBER & ELLIS CO.
TORONTO. Limited



Gold Medals, Paris, 1878: 1889.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA



IN SIX NUMBERS

Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ALEX. PIRIE & SONS
LIMITED
PAPERMAKERS

MILLS
ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of the world. A special feature is the manufacture of

MOURNING STATIONERY AND PAPETERIES

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

FANCY GOODS AND STATIONERY—Continued

with gilt lettering on the cover. Each holds 30 photos. A great many microscopes are shown. For the Fall school term these will be in demand for botony classes as they are especially designed for the purpose.

LEATHER NOVELTIES.

Chatelaine bags are probably the most popular and best selling articles at present in the leather goods line. The absence of pockets in the present styles of ladies' dresses makes these bags all the more desirable. Brown Bros. show them in all the staple leathers, with silver, leather covered and oxydized frames, to retail for 25c. up to $3 apiece. Shopping bags in all leathers, from leatherette up to real sealskins, are selling exceptionally well. Though they are made in assorted colors, the demand is almost wholly on black. They have silk tops and cord or leather handles. A coin or handkerchief pocket



on the outside is one of its features. For housekeepers these bags will be found very handy. A lady's reticule, in 8, 9 and 10-inch lengths, is selling well. It is in imitation seal, real seal and real morocco, with bright or leather-covered frames. The shape is that of a lawyer's brief bag. For small parcels it is in wide use. In connection with the shopping bags, they show the very popular ladies' finger purse. This sells better than ever. It is made in all leathers, very little preference being shown amongst them. They retail for 50c. up to $2. With the initial, which Brown Bros. supply, as in cut, the retail addition would be 25c.

NOVELTIES IN STATIONERY.

There is shown in Brown Bros'. stationery department a check numbering machine that is likely to soon come into popularity among business men. The machine perforates the required amount in the paper so that it would be impossible to change the figures or add to them. The device is not a complicated one and requires no teaching to be able to handle it. There are two or three makes, but all work on the same principle. An indicator with the figures is turned round so that any figure is in front of the stamp, which is then pressed down and the figure is perforated in the check. One of these machines inks the perforated part as well. For use in banks a machine somewhat similar is shown to cancel checks. Copying presses and press stands are on view in many different designs. The latter are made in oak and mahogany. Deed, stamp and cash boxes are among the staples that are now selling well. Stationery cases are gotten up very neatly in oak and walnut. The variety of inkstands shown is almost endless. There is a noticeable increase in the demand for really fine goods in cut-glass and metal inkstands. An excellent fountain pen, the "New Century," is shown to retail for $1. Dealers will find this a ready seller, as for a cheap pen it is decidedly of good value. In inks, blue black, jet black, carmine and crimson combined and copying inks are shown in quantity and quality also, for the celebrated Davids' goods are among them.

THINK OF SCHOOL TRADE.

For the September school term, some of the finest designs in scribblers and exercise books that have ever been shown are being gotten out by The Copp, Clark Co. The New Century Series comprises the "Maple Leaf," "Dawn" and "New Century." The "Maple Leaf" is a design with a large leaf in gold for a background, on which is printed, in colors, the coat of arms of the Dominion. The "New Century" cover is made up of a series of pictures of the great industries of Canada cleverly worked in with a design of maple leaves and the Canadian coat of arms, while appropriate mottoes add to its merit. The "Dawn" design represents the dawn of the new century, the Goddess of War with sword and flaming torch on one side, and a large folded British flag and a section of a battle scene on the other, making a striking cover. Other covers of equal beauty are shown. The "King" is a splendidly-colored picture of Edward VII. in coronation robes. The "Queen" is a companion to this. A cover with an Indian's head and shoulders is one of the best. The colors are very good, and the Indian, in full war-paint and feathers, will make a popular scribbler. The cover is in imitation of birch bark, with two imitation straps around it. The "Flexible," as its name implies, can be rolled up without injuring the cover in any way. The paper is on imitation cloth. The "Pussy Cat" is another striking design and is sure to take well with school children. The "Great West" shows a spirited picture of an Indian on horseback hunting buffalo. Probably the most unique design of all is the "School." This represents a section of the red brick wall of the school. A large door in the centre bears a name plate on which the owner of the book writes his name. All these books have songs on the back covers, the "King" having Mr. Godfrey's "A Greeting to the King," and the other songs equally appropriate. The travellers will shortly be on the road with these, and dealers will have an opportunity to inspect something entirely new in this line.

A NEW LINE OF STATIONERY.

Buntin, Gillies & Co., Hamilton, are offering the trade a new line of boxed notepaper with envelopes to match, called "Dimity."

This is a cloth finish paper of high grade, which comes in four colors and can be supplied in three sizes of each color. The packing is unique and attractive, the bands and labels being of beautiful design and finish. The quality and style of the stock and the excellence of the packing makes this a desirable line for dealers catering to first-class trade. Samples and price list will be sent to any dealer on application to Buntin, Gillies & Co., Hamilton.

SCOTCH CHRISTMAS GOODS.

Miller & Lang, Glasgow, Scotland, have appointed Buntin, Gillies & Co., Hamilton, their sole agents for Canada for their varied and extensive line of Christmas cards. Samples are now in the hands of salesmen.

---

19 TRUNKFULS OF CHRISTMAS CARDS.

"Got any new goods, Mr. Hurst?"

Mr. Hurst, you know, has A. O. for his initials and is Warwick Bros. & Rutter's popular traveller. We caught him at the Windsor in Montreal just finishing a four-weeks' campaign among Montreal's fancy goods dealers.

"Any new goods! Well, say, just come up to my suite of rooms!" On the elevator we ventured a question as to the results of his visit in the metropolitan city.

"Business! I can tell you truly I have already done 50 per cent. more business than I did here last year. I positively can't help it, for we never had such a popular line of goods."

Then we came to his suite of five sample-rooms, where the goods were so beautifully arranged that any surprise we felt at his business success was immediately dispelled. The arrangement of his display would have

been a valuable lesson to many a retailer. Here was 19 trunks of samples, and it would be difficult to imagine a more complete or beautiful array of imported Christmas goods. A full description is impossible, and we can only advise every retailer that gets a chance to see those goods. They cannot but be the making of a backbone to a great Christmas trade.

The prime object of Warwick Bros. & Rutter this year was to get out a line of popular-priced goods to sell at 25, 50 and 75c. and $1. Of higher-priced goods there is also splendid value for every taste. Mirrors are shown in great variety. Druggists' sundries were never shown in a more complete range. The atomizer, to retail at 25c., is a revelation. There is a big assortment of prizes for card parties, which are good stock the whole year around. Fans, both French and leather, were hung on a long string and they have enabled Mr. Hurst to get his customers in the same position. French peek-a boo fans particularly, should be seen. Photo frames, bronze statues, clocks, Bohemian bon bon and jewel dishes all deserve more than an enumeration, but their attractiveness prevents them from getting justice.

One specialty is a line of Austrian and French vases decorated with photograph subjects, neatly and artistically printed. They show exceptional value and have already sold very largely.

Smokers' supplies are still to the front with this firm and their Perrine pots, Florence ware, pipe-racks and tobacco pots of all kinds ought to meet every retailer's wants. The tobacco pot made in imitation of a skull ought to prove a very popular thing.

Mr. Hurst is showing over 100 different lines of inkwells. They are to be had in all kinds of shapes, sizes, colors and materials, including gold lacquered, hammered brass and mahogany, to retail from 25c. to $15. Those with the clocks attached ought to prove particularly popular.

The man that makes chinaware a specialty will also find much to interest him in Wedgewood and French china. Vases of all kinds, cream pitchers and sets make up a nice range. The Wedgewood 5 o'clock-tea sets to retail at $1 and $1.50 are worthy of special notice.

The line of wall brush sets shown, as well as other handsome and useful presents for gentlemen, including coat and hat brush and mirror combinations in ebony, rosewood and oak, have already struck a popular chord. Portfolios, writing desks, jewel desks and travelling companions are on display in an assortment that runs as high as $10 each. At this stage of the game, Mr. Hurst may try to frighten you with a pistol, if you are not buying freely. Don't fear, it's only a cigar cutter.

Then comes a fine line of chatelaine bags which are increasing in popularity. The Vienna leather goods are particularly fine in these bags as well as in the finger purses and other samples. He shows chatelaine bags to sell all the way from $1.20 to $120 per doz.

A nice part of his stock is the album display made up of 132 different kinds. That is all we need say, except to add that they have been made to accommodate the new size photo. Decorated tissues sold last year for 23c.; this year Mr. Hurst shows a range of 100 fancy-colored patterns to retail for 25c.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of April, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12093. The Foxy Filopino. Song. By Cy. Warman, London.

12094. Jacob the Wrestler. Book. By Henry Dawson Kennedy, Peterboro'.

12096. Knapp's Rule for Finding the Circumference of a Circle, the Diameter being given, by Multiplication of Compound Denominate Numbers. Booklet. Marshall H Knapp, Baker City, Oregon, U. S. A.

12097. Britain's Beautiful Flag. Song. Words and Music by J. Hodgkinson, Toronto.

12098. Boyd's Rapid Posting Ledger. Walter Griffith Edward Boyd, Hamilton.

12103. The Esquimalt Dry Dock. Photo. John Wallace Jones, Esquimalt, B.C., April 9, 1901.

12104 to 12107. Music copyrighted by the Church Co., Cincinnati, as follows: Gates of Heaven, song; Berceuse, violin solo; Melancolie, violin solo; Caprice, violin solo.

12108. By the Rippling Schuylkill's Shore. Words by F. W. Vandersloot. Music by A. L. Fischer. Whaley, Royce & Co., Toronto.

12109. Mid-Summer. Waltzes. By C. E. Vandersloot. Whaley, Royce & Co., Toronto.

12110. With the Guns in South Africa. By Lieutenant Edward W. B. Morrison, Ottawa.

12111. Intermezzo—Valse. By C. O. Senecal. J. L. Orme & Son, Ottawa.

12113. The Buffalo March. By Thomas Preston Brooke. Church Co., Cincinnati.

12114. Combined Cash Book and Ledger. Wellington Wallace, Toronto.

12115. Recueil de Cantiques Anciens et Nouveaux. L. T. Proux, Pretre, St. Hyacinthe, Que.

12116. The Beaver. Song. Words by Stewart Lyon. Music by Arthur Blakeley. Nordheimer Piano and Music Co., Toronto.

12117. Forbidden Ground. Painting. Raphael Tuck & Sons, London, Eng.

12118. Types of English Beauty. Painting. Raphael Tuck & Sons, London, Eng.

12119. Mount Roberts Flagstaff. Photo. W. J. Robinson, Gillan A. O. R. Brown, W. J. Venner and E. H. S. Winn, Rossland, B.C.

12120. A Handful of Maple Leaves. Song and Chorus. Words and Music by William Westbrook. Harry H. Sparks, Toronto.

12121. The Canadian Law Times Annual Digest of Canadian Cases Reported and Noted during the year 1900. Edited by Edward W. Brown, B.A. Carswell Co., Limited, Toronto.

12122 Lochheed's System of Phonics. By Lachlin T. Locheed, M A., Toronto.

12123. Home Work Public School. Arranged by F. F. Manley, M.A. Copp, Clark Co., Toronto.

12124. Au Salon. Valse Elegante pour Piano. Par Leon Braun, Quebec.

INTERIM COPYRIGHTS.

682. Pro Patria. By Max Pemberton. Copp, Clark Co., Toronto.

683. The Observations of Henry. By Jerome K. Jerome. Copp, Clark Co., Toronto.

684. Chart of the Metric System. E. B. Biggar, Toronto.

685. Mistress Nell. By George C. Hazelton, jr. Copp, Clark Co., Toronto.

686. The Siege of Quebec and the Battle of the Plains of Abraham. Illustrated. By A. G. Doughty and G. W. Parmelee. Arthur George Doughty, Quebec.

687. The Victoria Ledger. John E. Whiteside, Victoria, B.C.

688. The Outcasts. W. A. Fraser, Georgetown, Ont.

RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and promptly attended to by

The Roberts Advertising Agency,

WINNIPEG, CANADA.

A CONFERENCE ON COPYRIGHT.

Proposed Changes in the Law Promoted at a Publishers' Meetings.

A CONFERENCE on copyright was held under the auspices of the booksellers' section of the Toronto Board of Trade, April 10, Mr. W. J. Gage, presiding, and there being present, Messrs. Richard Brown, A. W. Thomas, S. R. Hart, A. W. Briggs, E. S. Caswell, George Spence, J. Emery, J. H. Woods, James Murray, Daniel Rose, Atwell Fleming, D. A. Rose, J. T. Johnston, E. J. Wills and others. Mr. Gage called for the report of the committee, which was presented by Mr. Thomas as follows :

In accordance with the resolution passed at the meeting held on February 26, 1901, this committee has considered the terms of the Act of 1900, and the whole question of copyright, and reports as follows :

The Act of 1900 was the outcome of an agitation to secure the Canadian market for any particular book to a publisher who has purchased the Canadian rights from the copyright owner, and has printed and published the book in the Dominion. The Imperial Copyright Act of 1842, which applies to all parts of the Empire, prohibits the importation of foreign reprints of copyright works into any part of Her Majesty's dominions. In 1847 the Imperial Government passed an Act known as the Foreign Reprints Act, under which a colony was allowed to import reprints of copyright works, on undertaking to collect a certain royalty for the author. From 1850 to 1895 such reprints were allowed to be imported into Canada on payment of a duty of 12½ per cent., which went to the author. In 1895 Canada abandoned the collection of this royalty, and thereby withdrew from the provisions of this Act.

In the Canadian Copyright Act of 1886, chapter 62, it is provided by section 6, that books which have been copyrighted in Great Britain may be subsequently printed and copyrighted in Canada, but "nothing in this Act shall be held to prohibit the importation from the United Kingdom of copies of any such work lawfully printed there." Under this clause Canadian publishers were subject to the competition of British publishers, who issued so-called "Colonial Libraries," paper-covered editions of copyright books which were not allowed to be sold in the British Isles, but were issued for sale only in the colonies. In 1889 the Dominion passed a Copyright Act which provided that if the author of a book did not take advantage of Canadian copyright, the Minister of Agriculture could grant a license to any Canadian publisher to reprint such book on payment of a specified royalty, either with or without the consent of the author. This Act was to go into force by the proclamation of the Governor-General, but was never proclaimed.

By the Act of 1900 it is provided that when a book has been copyrighted in Canada, which was previously published in any part of the British Empire, and the owner of the copyright has granted a license to reproduce this book in Canada, the Minister of Agriculture may issue an order prohibiting the importation of any copies of this book from any country, Great Britain included. The Act of 1900 is now actually in operation, the Minister of Agriculture having issued the first order of prohibition on a book entitled "The Lane that had no Turning," by Gilbert Parker. With reference to the terms of the Act of 1900, this committee reports that there are some provisions in the Act which in their opinion are defective. For instance :

1st—Continuous printing and publication in Canada is not compulsory, and should be made so.

2nd—The Act provides that "Two copies of any edition of the copyright book may be imported for any public free library, or any university or college library, or for the library of any duly incorporated institution or society." As there are a great many such libraries in Canada, this provision may be the means of spoiling an important market for the Canadian publisher, and there seems to be no adequate reason for such an exception in view of section 3, which obliges the Canadian publisher to import one copy of any edition of the book for any person.

This committee reports with reference to the proposed amendment to Lord Monkswell's Bill referred to it, as follows : Whereas it is not clear, under section 35 of the Copyright Bill now before the House of Lords, that the Parliament of Canada, desiring to avail itself of the terms of said section 35, would have the option to prohibit importation in case the owner of the copyright chooses to give a license to reproduce here, without also being bound to give protection where the owner of the copyright preferred to give a license to import for sale. We therefore recommend, that the Canadian Government be requested to communicate with the Imperial authorities, asking that the said Lord Monkswell's Bill be so amended as to make it clear that the Canadian Legislature, desiring to prohibit importation in the case of one class of license, may do so without extending a similar or any protection in the case of the other class of license.

This committee recommends : That such amendments should be made to our Copyright Act as shall assure the printing and binding of copyright books in Canada ; that we recommend the appointment of a committee to draft the necessary clauses required to produce the desired effect.

ARNOLD W. THOMAS,
Chairman.

MR. GAGE ON THE SITUATION.

Mr. Gage explained the purposes of the conference and how the idea of holding it had pressed itself upon him. He had begun to take an active interest in copyright matters over 25 years ago, and about five years ago considered that the prospects of a fair law were good, and when Mr. Hall Caine, on behalf of English authors, and Mr. Daldy, on behalf of English publishers, came to this country and conferred with the various Canadian interests, it looked as if apparently conflicting claims would be arranged to the satisfaction of all. He quoted a letter written by the late Sir James Edgar, in October, 1895, saying that no question which had ever arisen was so completely apart from politics, and that, while British authors would always be fairly treated in Canada, they should remember that it is easier to coax than to drive a community, and that this was a matter better settled in Ottawa than in Downing Street. About the same time an interview with Hall Caine declared that all the main questions of the controversy had been discussed and settled. Besides that, as late as 1898, when Mr. Hall Caine was staying in Toronto, he said that the British authors were in favor of a Canadian copyright law and advised the pushing forward of the draft bill agreed upon during his previous visit. In view of all these things, Mr. Gage continued, when it was brought to his notice that the Monkswell Bill might not protect our bookmaking industry to the extent which the former agreement had proposed to protect it, he thought the conference between the publishers, booksellers and employing printers would result in good. Hence the present meeting, which he was glad to see so well attended.

DEBATE ON THE REPORT.

An interesting discussion then took place on the above report. Mr. Thomas in moving its adoption, said that he was hardly in accord with the last two recommendations, merely because he did not think them necessary, but had not dissented from them strongly enough to make it worth while to divide the committee. In his opinion the Monkswell Bill gave option to the colonies to legislate as they wished, and, as for the printing section, he was afraid that it would be impossible for us to keep clear of the Imperial Act, which applied to all parts of the Empire. Mr Briggs, in seconding the report, said that he thought the last clause merely implied continuous printing in order to maintain Canadian copyright, and that there was no intention of proposing anything which would run counter to the Imperial Act.

Mr. Johnston said that the genius of the Copyright Association had always been to acquire full power in Canadian copyright, and, therefore, the resolution was exactly in line with their continued agitation. A discussion then took place as to whether the word, printing, in the suggested amendment, should be changed to press work, as it was press work and not composition which was intended to be provided for. Finally Mr. Murray moved, seconded by Mr. Emery, that the amendment should be amended by the addition of the word, "continuous," before printing, and also after the word "Canada," the following : "In order to retain copyright in the Dominion of Canada." Mr. Thomas accepted the amendment and the report was unanimously agreed to.

An eminent legal gentlemen in Toronto had been asked whether the Canadian printing interests would be protected in the Monkswell Bill, and he thought this doubtful, but thought the publishers might claim the Act of 1900 was ultra vires.

Mr. Caswell asked if the clause relating to binding would prevent the binding of superior grades being done out of Canada ? For instance, in the Methodist hymnal certain of the expensive bindings had to be done in England, as they could not be done here. Mr. Brown replied that there would be no difficulty, as some editions would always be continuously printed here and bound in Canada, and this would preserve the copyright.

DEPUTATION TO OTTAWA.

The following committee was then

appointed to draft the proposed changes in the law, and also to form a deputation to lay their views before the Government at Ottawa, namely: Rev. Dr. Briggs, A. W. Thomas, A. Fleming, Richard Brown, J. T. Johnston, D. A. Rose, R. T. Lancefield, James Murray, J. H. Woods, and the chairman, W. J. Gage.



A deputation, consisting of Messrs. Gage, Briggs, Woods, Fleming, Wills and Stone, visited Ottawa April 23, and saw the Minister of Agriculture, Mr. Fisher, suggesting that the copyright law be amended so as to secure the printing of Canadian copyrighted books in Canada. They asked that the Monkswell Bill should be changed so as to preclude the possibility of a colony like Canada being forced, under its provisions, to grant exclusive rights of importation at the option of the copyright owner.

Laird & Lee, Chicago, have published a cheap edition of the "20th Century Cyclopedia" which should find a ready sale. It is bound in flexible cloth, well printed, illustrated, and retails for 25c. As a handy reference volume this is one of the best yet.

A PEN WORTH NOTING.

It is only within the last year or two that fountain pens have come down to such a price that people of medium income could afford to possess one. Messrs. Burge, Warren & Ridgley, Great Saffron Hill, London, England, are, to day, placing on the market a pen of their manufacture, styled the "Warren," retailing in England at 5s., thus bringing the fountain pen within the reach of everyone engaged at clerical work. It possesses all the easy writing features of the high-priced article, embracing the twin feed. This company are seeking representatives in Canada, and, as they have been manufacturing fountain pens a great number of years, this special line is worthy of the trade's attention. Their announcement is to be found on another page of this month's issue.

REPEAT ORDERS AT STAUNTON'S.

The numbers of "repeat orders" which the "Staunton's Limited" are daily receiving is proof positive of the popularity with the people of the firm's artistic and popular-priced wall papers. The 1901 line "caught on" with the trade like wildfire and it's gratifying to know that the dealer's choice is proving the people's choice, and it's no wonder that reports all along the line show Staunton's papers to be the best sellers.

The firm's line for 1902 is well in hand, and in the course of a few weeks sampling will be through. The line will be the finest from an artistic point and the largest in variety that Staunton's ever put out.

SCHOOL SUPPLIES.

During the past few years marvellous strides have been made in the designing and printing of the covers of blank school practice books. The attention of the trade is directed to the advertisement of Warwick Bros. & Rutter on another page, in which they state that this season they are sparing no pains or expense to make their series of scribbling, exercise and note books the most elaborate on the market.

Lithography has been taken advantage of to give the covers of these books the most beautiful effects to be procured in colors, while the different series are made up of new titles with appropriate and original designs. This firm have not given special attention to the manufacture of these goods in the past, and the trade will welcome a complete line of school books from the bindery of Warwick Bros. & Rutter that will compare to advantage with any line on the market. Advance samples will be in the hands of their travellers in a few days, and it would be well to see this line before buying.



Staunton 3 see ad Book & page 62

SORTING UP TIME.

Wall paper trade amongst the dealers must be at its height now. There's been enough selling to tell which are the most popular lines. Perhaps some of the best of them are sold out and need sorting up Write and tell us exactly what your stock needs to make it complete and we will send you just the samples we think you need to make a selection from. We have complete assortments of all the good lines yet and will be prompt and careful in filling all orders.

STAUNTON'S LIMITED, TORONTO.

FORMERLY M. STAUNTON & CO.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

MR. BAIN'S ADDRESS.

THE following was the address of the President, Mr. James Bain, jr., delivered before The Library Association at its meeting in Toronto last month. It is an admirable summary of the work, purpose, and outlook of Canadian librarians. Mr. Bain said:

"This evening we are met, for the first time in the Dominion of Canada, as a body of librarians and of those interested in library affairs, to take stock of the past, to consider the present and to see how far we can develop the future. The time is propitious. With the beginning of a new century we venture to look forward to new lines of work, to vast increase in the number and sizes of our libraries and to extension in every direction which aims at the development to their true end—the mental advancement and culture of the people of this Province. It will be your duty, therefore, carefully to consider the present conditions of our libraries, whether rural or urban, their relation to the public and the public's relation to them. In doing so we will learn that much that has been done in the past is temporary, that many radical changes will require to be made and, above all, we will learn to sympathize with and aid one another in striving for closer relations between all classes of our people and the books committed to our charge. And if in doing so we rise to the knowledge that the duty imposed upon us is no ordinary one, that to us has been committed the post education and instruction of the adult population of the Province, we will have gained a stimulus which will result in elevating our profession in the estimation of all reading and of thinking people and of extending the influences of our libraries far beyond our brightest anticipations.

ONTARIO AS A FIELD.

Our field in the Province of Ontario contains a population of about 2 1-2 millions, almost all of which is included in that portion of the Province lying between Lakes Huron, Erie, Ontario and the St. Lawrence River, and south of a line drawn from Parry Sound to the Ottawa River. For the present, therefore, until New Ontario grows, the extent of country to be covered is not excessive, especially as so large a portion of the population is clustered in cities and towns. It would be going beyond the bounds of my address this evening to enumerate the successive efforts which have been made by the Government and private individuals since the first proposals of Governor Simcoe to supplement the educational work carried on in this Province by introducing and popularizing free libraries. From the days of Dr. Ryerson, the father of our educational system, to those of the present Minister of Education, the efforts of the Government have been unceasingly in this direction. Officers have been appointed to watch over and guide the efforts of those who established them. Every encouragement has been given to those which were weak and from $40,000 to $45,000 has been annually granted towards bonusing them. We think now, however, that the time has come for more liberal and sympathetic municipal and individual action, confident that the Government of the Province will continue to furnish the same generous assistance which they have always given in the past. By the last report of the Minister of Education, we learn that there are in this Province 118 free public libraries supported by the municipality: 253 public libraries supported mainly by fees; 24 new libraries have been recently organized, and 23 libraries have not reported. In addition to these we have university and college libraries, society and scientific libraries, 25 law libraries, and one Legislative library. We have thus a total of 444 in the Province. The public libraries numbering 371, with which we have more closely to deal with this evening, make an excellent exhibit, but, which, however, does not stand close analysis. Of books they have on their shelves 918,022 volumes. In 1900 the period for which returns were required to be made was altered, so that, for the future, they should correspond to the calendar year and not run from April to March. The change necessitated issuing the returns for eight months only of 1900. I have, therefore, increased the figures by about one-third to give an approximate total for the year. The issue of books on this basis was 2,376,237, rather more than one per head of the population of the Province. The expenditure, which was virtually the entire income, was $178,642. If from these figures we deduct the amounts paid by the large libraries, as Brantford, Brockville, Chatham, Guelph, Hamilton, Lindsay, London and Toronto, $66,492, we find that the amount spent by the smaller libraries, numbering 362 is $112,187, or an average of $387 per library. And, if from this we deduct $100 as the average Government grant, we gather that the average amount contributed to each library, by individuals or municipality, is $287 per annum. I need hardly say in this meeting that a number of these far exceed this amount, so that a very large proportion of the libraries of this Province are struggling for an existence on an income of less than $250 per annum. Let us now look for a moment at the size of these libraries. 103 are entered as under 1,000 volumes; 128 contain from 1,000 to 2,000, and 115 from 2,000 to 5,000, so that 346 or all but 25 are under 5,000 volumes. The condition upon which the Government grant is made is that the library must expend on books a sum corresponding to the grant, with the result that the funds as far as possible are expended in this way.

TWO SUGGESTIONS.

It is evident from these figures that the amount spent on the 346 smaller libraries is so small that the necessary attendance for caretaking and distribution cannot be provided after making the due allowance for rent, light and heat. To investigate thoroughly the condition of affairs and make suggestions as to the best method of overcoming the difficulty is one of the subjects which should occupy your attention. As a contribution to the discussion let me suggest two plans which may be considered. The wants are trained assistants, uniformity in buying, cataloging and more regular supplies of new books. To suppose that the smaller libraries can afford to engage trained assistants is folly; but, if all the libraries within a county could be transfered to the county, and the Government grants paid to it, it would be an easy matter for it to engage a librarian who would work up the raw material within its limits. The task could readily be committed to a young lady, many of whom are already qualifying themselves for library work. The librarian would correspond to the school inspector combined with the duties of a Normal School teacher. She would arrange with those of each school section, or with such other divisions as the county council might direct, for placing libraries; would interest the people in the work; would train the assistant in the elementary work necessary for keeping and distributing the books, and at some central point would arrange for purchase and binding. Money would be saved by printing one catalogue for three or five libraries, and these libraries could be exchanged with other parts of the county. The expense to a county would be comparatively small and the gain enormous especially, if with this were combined the school libraries, which our leading educationalists are demanding as a scholastic necessity, furnishing a ready and inexpensive means of distribution in the sparser settled districts.

The other plan is for the Government to take upon itself the responsibility of declining to aid small libraries directly and devoting the money heretofore spent in the maintenance of a number of travelling libraries, of 100 or 200 volumes, one of which would be supplied to each of them, say, three times a year—in this way insuring that the proper character of books reach the readers and that the supply of new books is continuous. One of the difficulties we have to encounter is training our masters. As an almost universal rule library boards are ignorant of the requirements of modern libraries. Nor can we wonder at this, because the gentlemen who give their time and patience in the effort to make these libraries prosperous are engaged in other vocations which occupy the greater part of their time. If they are scholarly they are almost certain to be unsystematic, and if systematic to know nothing of books. I think, however, that it will be uniformly found that they are perfectly willing to leave the details of work to the librarian, if he or she proves to be competent for the position. Let even the most troublesome trustee have but the opportunity of putting on the list the books he wants to read and of striking out those which he does not want his neighbor to read and he is satisfied, if the details of work go on smoothly. Unfortunately, with so many of our small libraries, only occasional untrained assistants can be employed, whose work, supplemented by equally uninformed trustees, is equally disastrous. Confusion on the shelves, want of promptness in looking after books overdue, allowing books to become ragged and unreadable, and failure to supply new books regularly are rocks upon which so many small libraries in Ontario have been wrecked. And the after consequences are still more disagreeable, for it is the very self-sacrificing, who appreciate the advantages of reading, and are instrumental in forming the libraries, who are disgusted and decline to come forward again. The only remedy for this is the supply of a class of regularly trained librarians who would command confidence. Not that I think the training should be of that advanced character which is required for a university or college library, but a training which would give them a knowledge of the orderly care of books, keeping them clean and repairing systematically. In the best methods of distribution suited to the character of their readers, in being exact in the changing and return system and, above all, familiarizing themselves with English literature, the authors and books they have written, and with such subject indices as will enable them to name at least one authority on every common subject.

QUESTIONS TO BE TAKEN UP.

The modern public librarian must know many details which were unknown or des-

THE
WATSON, FOSTER COMPANY
LIMITED

WALL PAPERS
SEASON 1901.

DON'T WAIT TILL OTHER DEALERS HAVE SUPPLIED YOUR CUSTOMERS WITH THE CLASS OF GOODS WANTED BEFORE YOU LET US KNOW WHAT YOU ARE SHORT OF. WE WILL DO THE REST—AND QUICKLY. . . . . .

WE CANNOT REPEAT ALL OUR 1901 GOOD THINGS, BUT PROBABLY HAVE JUST WHAT YOU WANT, THOUGH EVERYTHING IS NOW OUT OF PRINT AND SOON WILL BE OUT OF STOCK.

IF THEREFOR YOU HAVE ANY EMPTY RACKS, FILL THEM UP, OR AT LEAST SORT THEM UP NOW, AS YOUR SELLING SEASON WILL LONG OUTLAST OUR ABILITY TO SUPPLY. . . . . .

AND INGRAINS! IS YOUR STOCK SUFFICIENT TO CONTRACT FOR PROFITABLE WORK DURING THE NEXT EIGHT MONTHS? IF NOT, COVER THE SHORTS **NOW.** . . . . . .

MAY

WORKS, ONTARIO ST. EAST, - - MONTREAL.

pised by the older librarians who only came in contact with a few scholars. Among many other questions we will have to consider what form of catalogue is most suitable to the wants of our libraries—Shall it be a card catalogue in drawers? or in type-written bulletins or printed? If printed, what form will it take, a catalogue by authors, or by titles, or by subjects, or by all three ways? How frequently should it be issued? Should special lists be prepared on important subjects of the day?

Under the heading of books we must consider how and what books should be bought, the method of selection, the withdrawal of wornout books and whether they should be replaced by other copies or withdrawn permanently from the catalogue, their numbering, labelling, stamping and classification upon the shelves.

We must consider the filling up of libraries, the character of the desks, tables, shelving and of the various contrivances for keeping the shelves tidy. The burning question of more or less free access to the shelves and how far this may be met by the exhibition of all new books and the open use of the principal reference books. What form of charging can be recommended? Is the book system in use in the smaller libraries of the Province the best that can be devised or are there cheaper and more convenient methods?

The question also of magazines and reviews is becoming important. The development of the arts so rapidly and the many economical questions which are being discussed, day by day, render it impossible to keep abreast of them except through the better class of magazines and reviews. What is the best method of bringing them to public notice consistent with safety? Shall we bind our magazines and circulate them in that condition, or is it possible to do so in monthly numbers? What can we suggest as means of popularizing reading and training up of our young people to regular courses of study? These are some of the elementary questions which we have, as a body of librarians, to consider in the light of library progress in other lands during the past quarter of a century.

We must also remember that our number includes all interested in library work. That members of the boards of management will have opportunity of discussing the government of libraries, of the many questions connected with their receipts and expenditure and of their relations to municipal and other governing bodies, and, if no other result ensue, the mere discussion of these matters from an entirely new standpoint will be of incalculable value.

GROWTH OF LIBRARIES.

As I said at the commencement, the time is propitious the air is charged with rumors of library progress. The generosity of Mr. Carnegie, which has overflowed the borders of his own land, has made sure another large public library in the city of Ottawa, and has added to the possibilities of the one already active in Windsor. The efforts made by the ladies of Belleville for the conversion of the present small library into a public library, supported by the municipality, has met a reverse but must eventually be successful. The strong plea which the Minister of Education makes in his last annual report for school libraries shows that the educational authorities of this Province are not lagging behind, and must result in awakening the attention of trustees to the value and necessity of books as a means of education.

In East Victoria County, the teachers at a recent convention, impressed with the absolute necessity for providing school libraries and resolved not to delay longer, have prepared sets of a small historical collection which they are inducing trustees of schools to purchase, as the nucleus of a large library. The books chosen for a commencement are those which bear on English, American and Canadian history. No more hopeful signs of the times can be seen than the determination of the teachers to supplement their work by directing the mind of youth to the books which widen their school training. The question of travelling libraries, which will be brought before you for discussion, has already been made a live subject and the sum placed in the estimates for this by the Government, for the inauguration of the scheme, shows that they are in hearty sympathy with the movement.

PROVINCIAL REFERENCE LIBRARY.

I have on numerous occasions presented the claims of a reference library for this Province and have pointed out the necessity for such an institution for the supply of books which ordinary libraries cannot hope to secure a reference library which should be in close contact with every library throughout the Province, loaning them and individuals, under definite rules, books which they may specially require, supplementing them in this way in the interests of a higher culture, and extending to outlying districts the advantages which are not to be obtained, even now, in the larger cities.

If the members of the association aim at the extension of good literature to every corner of the Province and of awakening its people to a sense of the stimulating influence of good books, it will encourage every form of library extension, whether it be a reference library for the Province at large; the more modest town public library, or the travelling library in the remote parts of the northern land.

CALENDARS AND CHRISTMAS CARDS.

CALENDARS. What time is it? So long as mortals find it necessary to mark time will a ready sale obtain for Tuck's calendars.

What more useful, more timely or more dainty Christmas or New Year gift than one of these artistic chronometers which, without winding, care or repair, steadily and silently marks the fleeting moments through the livelong year? The "Turn-over" kind, with from four to eight leaves, and "every page a picture," the popular "drop" style; mechanical calendars and an array of indescribably novel effects. New ideas, new color schemes, new everything, and each publication bearing the trade mark of Raphael Tuck & Sons, a guarantee of artistic worth and general excellence the world over.

CHRISTMAS CARDS.—When Christmas cheer is no longer understood, when the bright faces and merry laughter of happy children no longer afford us pleasure, when human hearts have ceased to respond to the all potent power of love, when the anthem sung by the Heavenly Host on the Bethlehem plain shall find no echo in man's soul, and "Peace on Earth, Good will to Men" shall fail to inspire us with a sense of our common brotherhood, then, but not until then, will Christmas cards cease to find favor in the eyes of nations. For upwards of a quarter of a century Raphael Tuck & Sons have stood pre-eminent as the creators of all that is best and most desirable in the world of reproductive art; and nowhere is found more conclusive proof of their well-earned position than in their galaxy of Christmas and New Year cards. Their collection for the season 1901-2 gives but added evidence of their seemingly inexhaustible wealth of resource and unrivalled skill.

In booklets, gift books, toy books and juveniles this season's lines are more delightful than ever. Every year they grow in quantity and quality. The wonder is, where do they go? But go they do, and the cry is still for more.

The novelties for children, including Tuck's dressing dolls, picture sheets (to be cut out), soldiers' groups, scrap pictures and other attractive playthings similar in character are also perfect examples of what such publications should be.

The entire series of this celebrated line of art goods will be shown to the Canadian trade during the next few weeks by the representatives of Warwick Bros. & Rutter, who for years have been the sole agents for Canada for Raphael Tuck & Sons, Limited.

MUSIC PUBLISHERS' COMBINE.

Arrangements were completed in Chicago, May 6, for the formation of a combination of the eight leading publishers of popular music in the United States. A meeting will be held in New York on May 21 for carrying out the plan. The combine will be known as the American Music Publishing Concern, and will have a capital stock of from $3,000,000 to $5,000,000.

It is stated that the object of the association is to prevent the publication of inferior music. Any dealer who handles what has not received the approval of the association management will not be permitted to handle association productions. The price to dealers will be increased, it is understood, but this will not affect the public.

INDEX TO ADVERTISEMENTS.

	page.
Barber & Bros., Wm	1
Barber & Ellis Co., Limited	13
Briggs, William	9
Brown Bros., Limited	1, 9
Buntin, Gillies & Co.	Outside back cover
Burge, Warren & Ridgley	11
Castell Bros., Limited	Outside back cover
Confederation Life Association	Outside back cover
Copp, Clark Co., Limited, The	2, 7
Curry, George	1
Desbarats Advertising Agency	
Dixon Crucible Co., Joseph	Outside front cover
Gage & Co., Limited, W. J.	11
Gillott, Joseph	13
Kelk, F. & E. W.	7
Levy & Co.	1
Morang & Co., Geo. N.	1
Morton, Phillips & Co.	1
Payson's Indelible Ink	13
Pirie & Sons, Limited, Alex.	13
Publishers' Syndicate, Limited, The	7
Roberts' Advertising Agency	15
Standard Crayon Co.	1
Staunton, Limited	17
Turkish Steel Pen Co.	13
Watson, Foster Co., Limited, The	19
Warwick Bros. & Rutter	Inside front cover, 13
Western Assurance Co.	1

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

The Canadian Grocer.

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

Hardware and Metal.

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

The Dry Goods Review.

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

The Military Gazette.

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

The Printer and Publisher.

Official organ of the Canadian Press Association and The Employing Printers' Association.

The Bookseller and Stationer.

The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co. LIMITED

MONTREAL and TORONTO.

The latest addition to our line of fine stationery is

DIMITY

The name describes the finish; the paper is of the finest quality and good weight.

Three Sizes: **Josephine, Colonial** and **Octavo,** with envelopes to match; can be supplied in four shades.

	PRICE	
The packing is exquisite.	**PAPER** (all sizes, boxed in ¼ Rms.)	$1.60 per Rm.
(Samples on application.)	**ENVELOPES** (boxed in 100's)	- 3.20 per M.

Buntin, Gillies & Co., - Hamilton

Our travellers are now showing the saleable "Miller & Lang" CHRISTMAS CARDS, for which we are Sole Canadian Agents.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B., PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq., VICE PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

Castell Brothers

LIMITED

Wholesale Stationers,

LONDON, ENGLAND,

Desire to inform the Canadian trade that

Plashwater Weir Mill

registered as a trade mark for writing paper in Canada is their property.

Castell Brothers will institute legal proceedings against any firms, whether wholesalers or retailers, who infringe their rights by supplying paper with this title not emanating from their establishment. For the time being there is no Wholesale Agent appointed for the sale of this paper in Canada—it can at present only be procured from

Castell Brothers Limited,

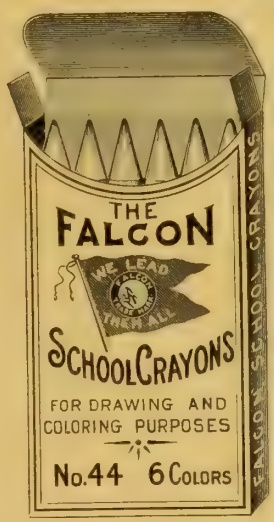
LONDON, ENGLAND.

SAMPLES AND PRICES SENT ON APPLICATION.

BOOKSELLER AND STATIONER

JUNE

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave.,
Lynn, Mass., U.S.A.

BOOKS, STATIONERY

FANCY GOODS ETC

THE McLEAN PUBLISHING CO
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A.H. HOWARD - DESIGNER

CALENDARS

CHRISTMAS CARDS ❧ ART BOOKLETS

RAPHAEL TUCK & SONS' series of holiday art goods for 1901-2 stand unrivalled and unapproachable. Do not be persuaded to buy inferior goods when you can have **Tuck's** for the same money.

Toy Books ❧ Juveniles ❧ Novelties

SCHOOL OPENING

OUR line of **School Blank Books** for the Fall opening is now ready and comprises a complete new range of exquisitely designed covers, produced in the most elegant color effects to be procured from . . .

LITHOGRAPHY.

CHASTE DESIGNS ARTISTIC EFFECTS

Our travellers will call in a few days.

Samples sent on application.

Warwick Bro's & Rutter

Manufacturing and Importing Stationers,

TORONTO

Standard Commercial Works.

Matte's Interest Tables,
At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum. by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,
By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,
At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.
At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1 12 part of a year; by CHARLES M. C HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,
Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $4.00

Buchan's Sterling Equivalents and Exchange Tables,
Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),
Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,
A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,
Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

THE OCTOPUS. The Epic of the Wheat.

By FRANK NORRIS.

The fight of the wheat growers of California with the railway.
The Montreal Gazette says: "This is one of the ablest novels of recent years."

Cloth, $1.50; - - - Paper, 75c.

DREYFUS' OWN ACCOUNT OF HIS IMPRISONMENT

FIVE YEARS OF MY LIFE. Illustrated with Engravings and Diagrams.

"No man can read these reiterated cries of innocence and misery without a pang."—London, Eng., Spectator.

Cloth, $1.50; - - - Paper, 75c.

SHIFTING SCENES.

Recollections of many men in many lands. By the **Right Hon. Sir Edward Malet, G.C.B., G.C.M.G.** Some time H.B.M. Ambassador to Germany.

"A clever, genial and amusing book."—Standard.
"The book throughout is a masterpiece of genial autobiography."—Literature.

Cloth, - - - $1.50.

George N. Morang & Company, Limited

90 Wellington Street West, TORONTO.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

Subscribers wanting goods or special quotations on any hing anywhere in Canada at any time, can get them by mail or wire by corresponding with THE BOOKSELLER AND STATIONER, Toronto or Montreal

RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and promptly attended to by

The Roberts Advertising Agency,
WINNIPEG, CANADA.

IN BAIN BOOK AND STATIONERY CO TORONTO

GEO. W. BEALL BOOKS, STATIONERY & JEWELERY LINDSAY ONT.

Book Labels

In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or Color—Any wording or design.
EXPRESS PREPAID.
Levy&Co., Toronto
Label Makers

We are the oldest Manufacturers of : :

STYLO. AND FOUNTAIN PENS in Great Britain.

We have had 20 years' experience and have supplied pens to every country in the civilized world. We believe that, with the preferential tariff in our favour, we can supply Canada with these goods, and shew an advantage in price and quality over any other house. If our patterns are not right for your market, we will be glad to learn your requirements. Correspondence invited from leading buyers. Stylo. pens are, we believe, not so greatly sold in Canada as in England, but no doubt you do sell some, and we can do our No. 50 (as illustrated) to jobbers (in lots of not



less than 1 gross) boxed complete, with your imprint if desired, at **22 CENTS EACH**, free London, England, less 5 per cent. for cash in 30 days. The same pen, **with Spring Needle**, No. 51, **28 CENTS EACH**. This is a gem, and writes as well as the most costly style made.

Samples willingly sent to bona-fide trade enquirers.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, LONDON, E.C., ENG.

THE COPP, CLARK COMPANY, LIMITED

64, 66 FRONT STREET WEST, TORONTO

On Top with

School Supplies

Scribbling Books

Exercise Books

AS BRICKS ARE TO BUILDERS
SO ARE OUR LINES AIDS TO THE SUCCESSFUL
BUILDING OF BUSINESS.

Note Books	Rulers	Foolscap Papers	Maps and Globes
Pencil Boxes	Erasers	School Bags and Straps	Inks and Mucilage
Pens and Pencils	Blotters	Blackboard Brushes and Slating	Slates and Slate Pencils

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, JUNE, 1901. No. 6.

TOPICS OF TRADE INTEREST.

TO prevent the cutting of prices on books by departmental stores—a condition that has nearly ruined the retail booksellers in the United States—the American Publishers' Association put in force on May 1 their new plan of net prices. The net price is marked on the paper covering the book. Only dealers adhering to these prices are given supplies of books. The discount on these net-price books is 25 per cent. No discount is allowed to any but a genuine dealer in books, except in the case of public libraries, which get 10 per cent. All copyrighted books are subjected to these rules, except works of fiction (which are left to the individual publisher to determine) and school books. At the end of a year from the issue of a net-price book, the dealer with unsold copies on hand may cut the price if he sees fit, but must first notify the publisher of the intention to clear out the stock on hand at a lower price, and give the publisher the option of buying back the unsold copies.

NEW METHODS IN BOOK PRICES.

The plan has now been in force over a month. Two departmental stores—Macy's, in New York, and Abraham & Strauss, in Brooklyn—have cut the price on a net-price novel, namely, "Salathiel, or the Wandering Jew," the Canadian edition of which is issued by William Briggs. The two stores have been put under the ban by the American Publishers' Association, and will get no more supplies direct. So far, they have been able to get a stock indirectly—that is, through some third party. It remains to be seen whether they can be prevented from getting more by vigilant united action by the publishers. The Canadian trade will watch the progress of this plan with great interest. If it succeeds in the United States, why not here?

***

Judge Taschereau is conducting on behalf of the Dominion Government an inquiry into the prices of paper in Canada. So far, the evidence goes to show that a hard and fast combine has been in existence among the leading manufacturers to regulate the sale of news print, or paper used for newspapers. Testimony was given that Canadian publishers could buy paper in the United States cheaper than in Canada were it not for the 25 per cent. duty. It remains to be seen if the judge considers that the price of paper has been "unduly enhanced" by the combination. Should that be proved the Government have authority to remove or reduce the duty by Order-in-Council. A more probable outcome of the inquiry than this is the dissolution of the Papermakers' Association and the restoration of normal conditions of competition.

THE PRICES OF PAPER.

***

Canadian laws and regulations seem to be framed with the object of making the publication of Canadian periodical literature as difficult as possible. Magazines from the United States come in here free of duty in bulk, and may be posted here on paying the usual rate. Canadian periodicals are charged duty on the paper, ink, engravings, etc., which are their raw material. Another injustice is that "insert" advertisements, printed in the United States, may not be bound up with Canadian periodicals, because they cannot be carried through the mails at the postal rates on periodicals. United States magazines, containing the very same advertisements, come in free and are carried at the usual rate. A movement is on foot to check the free import of bulk advertisement packages, miscalled magazines.

FLAGRANT DISCRIMINATION.

***

The authorites have made no mistake in rooting out the dealers who handle objectionable periodicals. These magazines come chiefly from the United States, although Paris furnishes a few. The list of those which are forbidden to enter Canada is given as follows: American Cottage Home, Jersey City; American Household Journal, Jersey City; American Fireside and Farm, Jersey City; American Homestead, Jersey City; Agents' Guide, New York; American Farmer, Portland, Maine; American Agent, Boylston, Ind.; Agents' Herald, Philadelphia; American Nation, Boston; Advance, Passumpsic, Vt.; Breeze, Augusta, Me.; Chicago Despatch or The Chicago Democrat, Chicago; Climax, Chicago; Chicago Mascot, Chicago; Cheerful Moments, Boston; Cupid's Columns, Dean, Minn.; Detroit Sunday Sun, Detroit; Detroit Sunday World, Detroit; Fox's Weekly, New York; Gil Blas (Illustre), Paris; Household Companion, New York; Home, Boston; Hearthstone, New York; Home Circle, New York; Home and Fire-

OBJECTIONABLE LITERATURE.

CURRENT NOTES—Continued.

side, New York ; Hours at Home, New York ; House and Home, New York ; Illustrated Monthly Fireside Gem, Waterville, Me.; Illustrated New York News, New York ; Illustrated Companion, New York ; Illustrated Record, New York ; London Illustrated Standard, London ; Krums of Komfort, New York ; La Vie Parisienne, Paris ; Merry Maker, New York ; Music and Drama, New York ; Metropolitan and Rural Home, New York ; Modern Stories, New York ; Our Country Home, New York ; People's Journal, Washington, D.C.; Public Herald, Philadelphia ; Police Gazette, New York ; Police News, New York ; Rambler, Bridgeport, Conn.; Social Visitor Magazine, Boston ; Standard, New York ; Treasury Home, Waterville, Me.; Truth Seeker, New York ; Vanity Fair, New York ; Welcome Friend, New York ; Welcome Visitor, Augusta, Me.; Youth and Home, Cadiz, O.; Yank, or the Columbian, Boston ; Young America, Washington, D.C.

***

REVIVAL OF BOOKSELLING.

The booksellers of Montreal are experiencing somewhat of a reversion to the old style of bookselling. For some seasons the book trade, at its best, has been gradually losing its individualistic character. The public has been expecting less and less of the seller of books. Formerly, a bookman was the only person that could dispose of a book, for he was called upon to be acquainted with the different publications, to size up his patron's taste and suit it. Of late, however, people have been content to buy much of their reading material from the wrapping clerk, and consequently we have found the departmental store transgressing upon a trade it has no right to have. The trouble has been that one or two books have been the rage of the hour, the departmental stores have been able to handle these as they would notepaper and have succeeded in thus destroying a large part of the bookman's trade. They do not pretend to keep a stock of books to meet the wants of a bookworm ; they are content to leave this slower trade to the bookman. But they have taken advantage of their opportunity to deprive this latter trader of the most profitable half of his business, placing him in such an uncomfortable position that we have often heard prophesied "the passing of the bookman."

During the past few months there has been an important reversion. There is no raging book, and the department stores have not been able to make a big splash with any one work. If they intend to stay in the trade they must do a little more stocking than they have been doing and it is not likely they will consent to do this. The bookman, then, should not adjudge the present situation in the book trade as unfavorable. If he grasps his opportunity he will be able to take a new lease of life and the girl behind the departmental counter will be forgotten. Now is his opportunity to wield his knowledge of books with mighty force and thus win back by his argumentative powers any trade he lost by the cutting of prices. It is a pleasure to be able to say that several bookmen have recognized the golden moments this month.

***

ANY COPYRIGHT ON PICTURES?

The case of Henry Graves & Co., London, against Geo. T. Gorrie, Toronto, for alleged infringement of copyright on the "What We Have We'll Hold" picture, will shortly be argued before the Ontario Court of Appeal. On this case the whole question of copyright in the colonies on pictures registered in Stationers' Hall, London, turns. Messrs. Greaves are appealing from decisions in the courts below, on the grounds that the British Copyright Act of 1862 and the Berne Convention of 1887 provide copyright on "literary and artistic works" in the colonies as well as the United Kingdom. The respondent, Gorrie, argues that the Act of 1862 does not so apply, and that neither does the Act of 1886 govern the case. He also argues that the Berne Convention does not confer copyright on pictures in the colonies. The question is a very interesting one. Dealers who handle reproductions of paintings, not knowing anything about their being copyrighted or not, and without the means of discovering whether the law is being violated or not, are concerned in the issue of this court.

The business of the late E. N. Hunt, dealer in wall paper, pictures, etc., London, Ont., is advertised for sale.

NOTES OF THE TRADE.

A COPARTNERSHIP has recently been registered by Albert M. McLeod and W. G. Stanfield, as McLeod & Stanfield, booksellers and stationers, Sydney, C B.

Bourne & Co., dealers in fancy goods, etc., Ottawa, have sold out.

J. K. Davis, wall paper dealer, Vancouver, B.C., has given up business.

T. J. Kelly, bookseller and stationer, St. Thomas, Ont., has sold out to W. Cornforth.

Mrs. J. C Lester, dealer in fancy goods, Arnprior, Ont., has removed to Smith's Falls.

The School Board of Vancouver, B.C., has decided to furnish the pupils with school books at cost.

P. V. Ayott, stationer, Three Rivers, Que., is offering to compromise at 30c. on the dollar, cash.

J. M. M. Duff has been appointed curator for Timmis, Noble & Co., wholesale stationers, Montreal.

Bailey Bros. Co., Limited, stationers, etc., Kamloops, B.C., have been succeeded by Smith Bros. & Vernon.

Albert Demers & Co., dealers in sporting goods and men's furnishings, Montreal, have moved into new and larger premises, next door to the old stand. The firm make a specialty of sporting goods of all kinds and the growth of their business in this line as well as in the men's furnishings has forced them to take up larger premises.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.

Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - - 232 McGill Street, Telephone 1255.
TORONTO - - - - - - 10 Front Street East, Telephone 2148.
LONDON, ENG. - - - - 109 Fleet Street, E.C., W. H. Miln.
MANCHESTER, ENG. - - - 18 St Ann Street. H. S. Ashburner,
WINNIPEG - - - - Western Canada Block. J. J. Roberts.
ST. JOHN, N.B. - - - No. 3 Market Wharf, J. Hunter White.
NEW YORK. - - - - - - 176 E. 88th Street,

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address { Adscript, London. Adscript, Canada.

BOOKS AND PERIODICALS.

THE COPP, CLARK CO.'S LIST.

"The Helmet of Navarre," by Bertha Runkle, and "The Crisis," by Winston Churchill (both Copp, Clark books), have broken the record in first editions. Each has turned out 100,000 copies, merely as a beginning. "Richard Carvel" has reached the height of 375,000 copies, which promises well for "The Crisis."

The Canadian Magazine, always a temperate critic, calls "The Helmet of Navarre" a really remarkable achievement, and adds: "A tale which glows with feeling on every page is brought to a happy conclusion. As an evidence of the dramatic art of its author, the latter portion is even more vivacious and enthralling than the earlier. In truth, it would be hard to name in current fiction a more delightful piece of work."

"Queen Victoria," the beautiful new book recently brought out in Canada by The Copp, Clark Co., has delighted the reviewers. Lawrence J. Burpee, the eminent critic, thought it worth a personal letter to the publishers. We have permission to extract the following:

At this time when the book market is flooded with a score or more of so-called Lives of Queen Victoria, it is a genuine relief to turn to the one biography of Her late Majesty which combines the two essential qualities of being authoritative and of high literary value. Dr. Holmes, the author, is the Librarian of Windsor Castle, and a man of wide culture and intellectual sympathies. His intimate knowledge of the Queen made him peculiarly adapted to be her biographer. The fact that Her late Majesty personally read and approved all but the final chapter of the book, which has been added to bring it up the time of her death, lends a unique value to this life. It should be read by every man, woman and child in the Empire over which Queen Victoria so long and so happily reigned.

The book has a handsome cover of rich red, ornamented with gold. It retails at $2.

The craze for the gruesome and gloomy in books is fortunately dying out, and the public are now clamoring for bright, humorous stories. Of this kind is "The Abandoned Farmer," which was recently described by a reader as having "Ten smiles on every page." This story is in a field by itself, and some critics have said there has been nothing like it since "Rudder Grange." It describes, in a deliciously humorous vein, the experiences of a young newspaperman, who lived with his wife, and a funny small boy, on a farm. The author, Sydney Herman Preston, is a Canadian, and he has already made a reputation with "The Green Pigs."

"His Last Plunge," a good sporting yarn by Nat Gould, author of "The Double Event," is another of this company's recent publications. Mr. Gould is the greatest living master in this field of fiction, and his latest book is said to equal "The Double Event," the sales of which ran up into the hundred thousands.

"The Observations of Henry," Jerome's delightful book, is receiving great praise from the reviewers. Katharine Hale, literary editor of The Mail and Empire,



Nell Gwynne.—Copp, Clark Co.

recently devoted a column to praise of it. Among other things, she said:

I read "The Observations of Henry," and quarrelled with the fate of the reviewer, who must touch and taste, but cannot handle long, the book of which he, or she, writes. Henry is too wise, and droll, and sensible, and funny, to be taken in one gulp with silent speed. I gloated over Carrots and Kipper—in the first story—and I wished that I just had the impossible space to make large cuts here, and almost I wished that it were again the season of library lamps and open fires, so appropriate it would be—with that incomparable setting—to gather together a large, appreciative family, and read the whole thing through aloud.

The Montreal Star reviewed this book in two successive Saturday issues. Here is an extract: "He has the infinite humor that reveals the raciest manner of Mark Twain. The whole book is replete with what Shakespeare calls admirable fooling, and we do not envy the men or women who refuse to laugh when Mr. Jerome shakes his cap and bells."

MORANG & CO.'S LIST.

For the Autumn book season Mr. Morang has had the good fortune to secure a triple attraction in works of fiction which it would be hard to surpass—the new novels of Hall Caine, Anthony Hope, and Rudyard Kipling. The publication of Mr. Caine's notable book is set down for August 2; Mr. Hope's "Tristem of Blent" is expected in September; Mr. Kipling's "Kim" will be ready in October.

The three books can hardly fail to create a notable impression. Mr. Hope's tale is now appearing in The Monthly Review and bids fair to rival all his recent novels. Of Kipling's "Kim"—which will be illustrated by his father—it may be said that its qualities have already attracted attention and that it will sell extensively all over the English-reading world.

As being first in point of date of appearance, a word is in order with reference to Hall Caine's "The Eternal City." The book has already challenged the attention of two continents owing to the Messrs. Pearson, of London—who hold the several rights—having refused to publish certain portions which they deem objectionable and improper. A sensational lawsuit is even said to be on the tapis. Is the book, then, at war with the standards of taste and words? Mr. Morang, the Canadian publisher, has met this point squarely in an interview with The Toronto Globe:

I do not think there is much in this charge (said Mr. Morang), I made the arrangement to bring out Mr. Caine's novel when I was in England last year, and I cannot suppose that there is anything in the book that is contrary to the principles of the highest morality. I am ready to take my stand on Hall Caine's previous record. Why, to begin with, he has a strain of the Puritan in him, but it is Puritanism of the old sort, not Puritanical prurience, of which there is far too much in these days. Mr. Caine's upbringing was among the Baptists, and there are marks of the influences that surrounded his youth, and of his intimate knowledge of the Bible, in all his works. A man of that sort does not rake in the gutters for the sake of doing it. Then, again, you see that his counsel, Mr. Augustine Birrell, strongly upholds him in his decision not to excise and rewrite. "The author of Obiter Dicta" is not only a man of sound common sense, but is quite in touch with what may be called the English Noncomformist conscience. When a man like that says a book is all right I am going to take his opinion in preference to that of the proprietors of a magazine, who must necessarily object to any plain treatment of subjects that are usually tabooed. Exactly the same trouble occurred with regard to Tolstoy's "Resurrection." Certain parts of that story were objected to by a New York magazine that had engaged to publish it. Yet we have published that work in its entirety here, and there has been no outcry about it.

"The Eternal City" having already

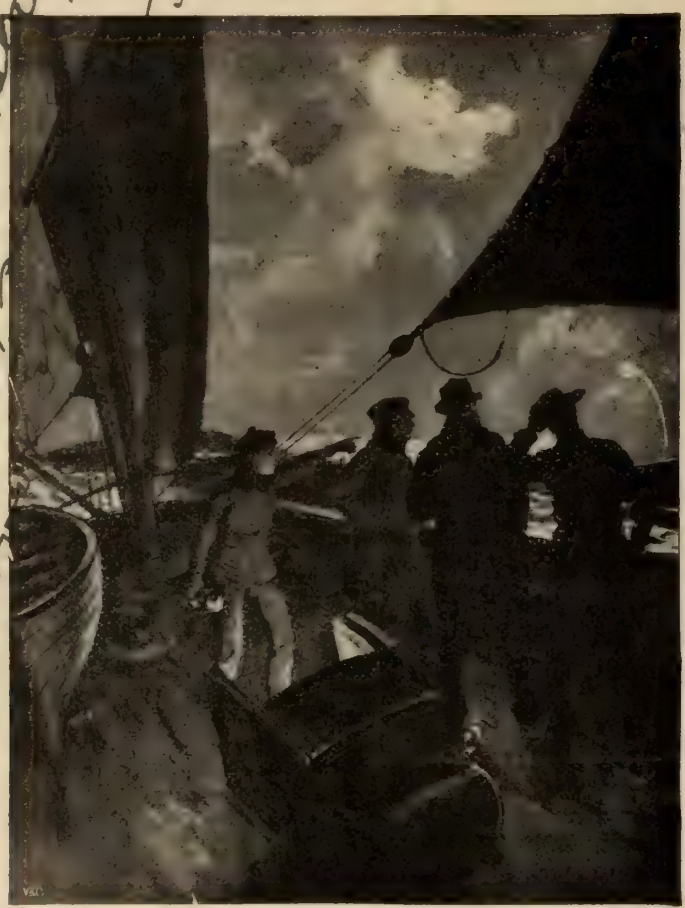
BOOKS AND PERIODICALS—Continued.

made a sensation is likely to create a perfect furore when it comes out in complete form.

Two other novels which Morang & Co. will bring out are, "The Alien," by Miss F. F. Montresor, a well-known English lady novelist, the author of "Worth While," "False Coin or True," "At the Cross-roads," and several other popular works; and "an Idol of Bronze," by Louise Palmer Heaven, who has scored a success as a writer both in England and America. Mrs. Heaven's book is a story of life in Mexico—where she resided for some time—and will appear simultaneously in London, New York and Toronto.

Mr. Morang has just issued a Canadian edition at $1.50, cloth, of "Shifting Scenes," by Sir Edward Malet, G.C.B., a most delightful work. In brief, it is an agreeable and chatty account of his experiences by a retired English diplomatist of high rank who has filled posts of responsibility at Washington, Paris, Constantinople and Berlin — where he was for some years British Ambassador. It is cast in a somewhat unusual form — a series of imaginary conversations between Sir Edward and "Whiffles," the diplomatist's familiar spirit—and is crowded with anecdote, witticisms and—to a safe degree—with political revelations. A more entertaining book we have not read in many moons.

Of recent books issued by Morang & Co., "The Visits of Elizabeth" continues to be the talk of every city and town for its droll humor and audacious satire of society. It is an ideal Summer book. Concerning "Five Years of My Life," by Dreyfus, the verdict is that its pathos, power and vividness are real. It is not a cheaply sensational book by any means, but it is one which every intelligent person will read and every library will be asked for. Of "The Octopus" what need it be said? It is a striking modern drama, a book that will live, and, as its repute spreads among Canadian readers, who understand something of the realities of a stern struggle with a giant railway monopoly, it is destined, we should think, to a long popularity.



From "Pro Patria"—Copp, Clark Co.

WM. BRIGGS' LIST. The most important publication of the year in fiction undoubtedly is George Croly's powerful historical romance, "Tarry Thou Till I Come: or Salathiel the Wandering Jew." To illustrate this story the artist, T. de Thulstrup, spent several months of travel and study. The result is a magnificent series of 16-page drawings and a frontispiece in colors, a splendid work of art. The story deals with the momentous events that occurred chiefly in Palestine from the time of the crucifixion till the destruction of Jesusalem. It reveals the struggles between the Romans and the Jews, which finally ended in the overthrow and the dispersion of the Jewish nation, picturing forth the conflict between Judaism and early Christianity. The book, as a story, is replete with oriental charm and richness, and the character drawing is marvellous. No other novel has ever portrayed with such vividness the events that convulsed Rome and destroyed Jerusalem in the early days of Christianity. In an introduction to the book General Lew Wallace, the author of "Ben Hur," says "In my judgment the six greatest English novels are 'Ivanhoe,' 'The Last of the Barons,' 'The Tale of Two Cities,' 'Jane Eyre,' 'Hypatia' and this romance of Croly's. If Shakespeare had never been born; if Milton, Byron, and Tennyson were singers yet to be, and Bacon, Darwin and Ruskin unknown * * still the six works named would of themselves have sufficed to constitute of themselves a British literature." The Canadian edition is published in paper at 75c., and in cloth at $1.50 net.

The opening sales of Eden Phillpotts' "The Good Red Earth," indicate that this will be a dangerous competitor in the race for popular favor this Summer. The story has in it all the elements of popularity. The love-making is as sweet almost as in "Lorna Doone," or "The Lilac Sunbonnet"; there are intensely dramatic situations; the book abounds in fine descriptive passages, and in Alphæus Newte it is perhaps not too much to say that a new character has been added to permanent literature.

An interesting contribution to the mooted question of whether or not religious instruction should be imparted in the public schools is now in the press in a volume entitled "Christian Instruction in the Public Schools of Ontario." The author, Rev. Dr. Middlemiss, of Elora, has for years been a sturdy champion of the cause he advocates in this volume. This book will be ready before the close of this month, and will sell at a dollar.

A Canadian copyright edition of "Eben Holden" is in the press and will be ready to supply the trade about the middle of June. The continued popularity of the story bespeaks a huge constituency of readers for Mr. Batchellor's new story, "Dri and I," the Canadian market for which has fallen to the good fortune of William Briggs. The book will be issued in September.

Mrs. Barr's new story, a fine historical romance, entitled "The Lion's Whelps,"

IMPORTANT NEW BOOKS

About to be issued by

THE PUBLISHERS' SYNDICATE,
Limited

7 and 9 King Street East, TORONTO

Ready June 15th.

The Canadian Contingents and Canadian Imperialism.

A story and a study.

By W. SANFORD EVANS.

Mr. Evans has in this work made a notable and permanent contribution to Canadian literature. His book will arouse controversy, while its eminent fairness will entitle it to rank as an accurate history of Canada's participation in the recent struggle.

Illustrated, and with 6 Maps.

Ready June 27th.

The Seven Houses.

By HAMILTON DRUMMOND.

This will be undoubtedly the leading romantic novel of the year, and is one of the strongest stories published in a long time. Mr. Coulson Kernahan, the eminent English critic and author, says of it. "This is a fine book and is an honor to any house to publish. The strong, sure touch, the admirable 'distingue' style, the literary beauty of the phrasing and imagery, and the beaten note that it strikes impressed me immensely."

This fine novel will be published simultaneously in London, New York and Toronto on the above date.

Cloth, $1.25; Paper, 75c.

World's Epoch-Makers' Series.

The two following new works in this important series are about to be issued: **FRANCIS AND DOMINIC**, the founders of the Mendicant orders.

By PROFESSOR J. HERKLESS, D.D.,
University of St. Andrew.

Savonarola. By G. McHARDY, D.D.

These are the sixth and seventh volumes of the Epoch-Makers' Series, which is now recognized as presenting the most valuable and concise review of the world's great movements that has yet appeared. The other volumes issued, and a list of the complete series, may be had from us.

Cloth, - - - - $1.00

New Edition of

Witnesses of Christ.

By PROFESSOR W. CLARK, LL.D., D.C.L.,
Trinity University.

Being the series of well-known lectures delivered by him in Ann Arbor University, and which have been for some time out of print.

Cloth, - - - $1.00

Liberal Discounts to the trade. Send for our Catalogues of recent publications, and our list of Out-of-Door Books.

The Publishers' Syndicate,
Limited

7 and 9 King St. East, TORONTO.

REMOVAL.

Fleming H. Revell Company

have removed to
NEW, LARGE and COMMODIOUS PREMISES at

25-27 RICHMOND ST. WEST

(BOOKSELLERS' ROW)

where we will have much better facilities for attending to the wants of our customers than in our former quarters. We are making this move in order to give more attention to our Wholesale and Publishing business, and orders from

THE TRADE

will receive special attention. A call from any member of the trade when in Toronto will be appreciated.

Fleming H. Revell Company.

JAMES I. ANDERSON,
. . . Manager.

Also at CHICAGO and NEW YORK.

F. & E. W. KELK

76 York St., TORONTO.

Fans	Hammocks	Purses	Brushes	Pocket Knives
Chinese Lanterns	Flags	Fireworks	Croquet	
Tennis	Footballs	Baseballs	Baskets	China

As our Fall goods are fast arriving, all Spring and Summer goods will be cleared out cheap. When in the city we would be glad to have you call.

F. & E. W. KELK,

76 YORK STREET.

BOOKS AND PERIODICALS—Continued.

the scene of which is laid in Cromwell's time, will appear shortly in a Canadian copyright edition.

Miss Laut's fine story, "Lords of the North," is proving one of the most popular of the Summer books. The Canadian public are only awakening to the splendid merits of the book. The New Orleans Picayune declares it "the best story of pioneer days that has yet been written." The New York World calls it "a veritable classic." The Louisville Courier-Journal says that as "a story of love, adventure and chivalry it has never been surpassed by any American novel." Current Literature describes it as "an honest, legitimate and, withal, a thrilling romance." The New York Journal calls it "Fenimore Cooper up to date." The Christian Nation declares it "better than 'Janice Meredith' or 'Richard Carvel.'"

A new life of Henry Drummond, by Cuthbert Lennox, will shortly be issued by William Briggs in a Canadian copyright edition. Mr. Lennox was closely associated with Dr. Drummond in the students' movement in Edinburgh. In this well-wrttten sketch of his friend he has given a faithful conception of the man as he was, with his genius, his eccentricities, his aberrations and his quaint, odd humor.

His Honor Sir Oliver Mowat, the present Lieutenant-Governor of Ontario, has prepared for the press a second edition, revised and enlarged, of his work, "Christianity and some of its Evidences," which was first published in 1890. To the original work the distinguished author has added extracts from a subsequent lecture on the same subject. The book will be published early in June by William Briggs. When it first appeared the work was most favorably commented upon by the reviewers.

The third and concluding volume of Professor McCurdy's "History, Prophecy and the Monuments" is now ready and has been placed on the market in Canada by William Briggs. There is no question that this is the greatest work of the kind that has been published, and the fact that the author is a Canadian and a professor in Toronto University gives it added interest to Canadian readers.

PUBLISHERS' SYNDICATE BOOKS.

A new book by Ethel Turner will shortly be issued by The Publishers' Syndicate, Limited, Toronto. Many will remember the charming child's story issued last Fall by the same publishers from the pen of this gifted authoress and entitled: "Three Little Maids." Ethel Turner has undoubtedly assumed the place in English literature left vacant by Louisa Alcott and each succeeding book she issues adds to her already great reputation. Her newest book is entitled "The Story of a Baby," and in many respects it is the most delightful bit of work she has yet done. It will be issued for the Fall trade by The Syndicate.

The historical review of the Canadian contingent movement written by Mr. W. Sanford Evans is now almost ready for press, and will be issued within the next week or two by The Publishers' Syndicate. Mr. Evans has written a dignified, scholarly work in which the political aspects of the recent Imperialistic wave of sentiment are carefully and impartially treated. The book is also valuable for its historical accuracy as a record of the doings of the contigents, and in every respect Mr. Evans' work will undoubtedly assume the first place among books on the Transvaal War as treated from the Canadian standpoint. The volume will be on the market very shortly and is already being looked for with great interest.

The most important historical novel of this year will be Hamilton Drummond's new romance, "The Seven Houses," which is about to be issued in Canada by The Publishers' Syndicate. Mr. Drummond has already an assured position among the foremost fiction writers of the day and "The Seven Houses" is undoubtedly his strongest work. It is a romance of great intrinsic merit and absorbing interest and will be greeted by a very wide circle of readers.

The first Canadian edition of Dr. Wm. Barry's Irish story, "The Wizard's Knot," was sold out within a week after its recent publication here. Indeed, so rapid was the sale that the publishers were caught without a second edition ready and have had to rush it forward to meet the increasing demand. The second Canadian edition of this remarkable story is now on the press and will be ready for issue within a week or so. The story is an exceedingly strong one and has taken the rank both in England and the United States as one of the finest pieces of fiction literature issued in recent years.

Two new books in the "World's Epoch Makers" series are announced by The Publishers' Syndicate, Limited, of Toronto, who act as Messrs. T. & T. Clark's sole agents in this country. The titles of the new issues are "Francis and Dominic—the founders of the Mendicant Orders," by Prof. J. Herkless, D.D., of the University of St. Andrew's; and "Savonarola," by G. McHardy, D.D. This series is now recognized as constituting a valuable conspectus of the world's important movements, and the high reputation of its publishers is an assurance that the excellence of its contributing volumes will be sustained to its conclusion. The series, in part or complete as published, may be secured from The Publishers' Syndicate, Limited.

A new edition is being issued by The



"'My God, Joscelyn, you will not give me up like that!'"

From "Joscelyn Cheshire"—W. J. Gage & Co.

Publishers' Syndicate of Rev. Prof. Clark's "Witnesses to Christ," which has been for some time out of print. Many who have enjoyed this fine series of lectures in its former editions will be glad to know that it is being republished.

"A Daughter of Patricians," by F. Clifford Smith, is also having a very large sale, while Ernest Seton Thompson's "Bird Portraits," is very popular, this being his latest book. Both these volumes are issued by The Publishers' Syndicate, Limited, whose list of Nature books and new publications is well worth getting.

W. J GAGE & CO.'S LIST.

As was expected, "Sirius," by Ellen Thorneycroft Fowler, author of "The Farringdons," "Concerning Isabel Carnaby," etc., has met with immediate success. The reading world has shown unqualified appreciation of her former books and this collection of stories is a fresh and signal proof of her brilliant qualities. Her epigrammatic humor, keen sarcasm and sparkling repartees, are amplified in their effect here by the variety of characters against which they play. These scenes on mountain and moor, in London and the Midlands will delight the large public that already delights in her extraordinary power.

When introducing "Joscelyn Cheshire," by Sara Beaumont Kennedy, last week, the American publishers advertised it as "A Coming Success." Within one week of publication this success has come, for already three large editions have been issued and the binders cannot keep pace with the demand. As a serial in Everybody's Magazine it stood the test of a popular novel and aroused unusual interest. The story well deserves its popularity, for it is thrilling and real. The heroine is as charming as she is beautiful, as keen as a sword blade, and when defending her lover proves as resourceful and daring as the most brilliant warriors on either side. A number of full page drawings by H. C. Edwards illustrate the dramatic qualities of the book and the handsome colonial cover appeals to the book lover's taste.

It is a good sign of the times that "The Mantle of Elijah," by I. Zangwill, commands an immense sale. It is second on the list of popular books in New York, and both the library and the booksellers of St. Louis give it a foremost place among the most popular books of the day. The Canadian edition contains all the illustrations found in the English and American editions and is a very handsome book.

The new novel, "God's Puppets," is already selling well in Canada, as well it may, since a more perfect reproduction of New York under British rule has seldom been attempted. The picture of colonial society which forms the setting to the vivacious heroine is bright and thorough, but perhaps the insight we get into the Dutch people, their religious characteristics and quaint narrowness of soul, is the chief charm of the book. The tragedy of the good Dutch minister and his lovely daughter is told with deep feeling, and the contrasts between the lively freedom of the English girl and the circumscribed nature of the minister's daughter impart a dramatic interest to the narrative. Although a sadness pervades the whole career of the Dutch maiden the ending is happy for those who gain our chief interest. It is a very able piece of work.

Much interest has been aroused by the title of Miss Clark's new novel, "God's Puppets." This name, which has caused considerable discussion, is taken from a line in Browning's Pippa Passes, "God's Puppets, best and worst, are we."

Mr. E. N. Hunt, dealer in pictures, wall papers, etc., in London, Ont., died suddenly on May 13, from an attack of bronchorrhea. He was a well-known figure in the business life of London, having conducted his art store there for many years. He took a prominent part in the municipal affairs of the city, and was a valued member of the Independent Order of Foresters. He was 45 years of age.

Pro Patria

By Max Pemberton

Paper, 75c.; Cloth, $1.25

The Baltimore Sun says:

"'Pro Patria' is an entertaining story. It gives pleasure, and does not tax the brain."

Max Pemberton's novels are among the best sellers in England.

Mistress Nell

By George C. Hazleton, Jr.

Paper, 75c.; Cloth, $1.25

A merry tale of a merry time. . . The scene in the ballroom is carried off with spirit, and that in which Nell leaps from the balcony of the Duchess' house at the ball, is delicious.—Publishers' Note.

The Crisis

By Winston Churchill.

Paper, 75c., Cloth, $1.25

The Mail and Empire says:

'The publication of 'The Crisis' is really an event in the literary world. This new novel is delightful, surpassing even 'Richard Carvel,' which is the highest possible praise for a work of fiction."

The Copp, Clark Co., Limited, Publishers, Toronto

OUR FORTHCOMING PUBLICATIONS

Christianity and Some of Its Evidences. *Popularly Stated.*

By SIR OLIVER MOWAT, LL.D.

Second edition, revised and enlarged, 35c.

Christian Instruction in the Public Schools of Ontario.

By REV. JAMES MIDDLEMISS, D.D.

Cloth, net $1.00

Sylvan Ontario; *A Guide to Our Native Trees and Shrubs.*

By W. H. MULDREW, M.A., D. PAED.

with 131 leaf-drawings.

Cloth, net 50c ; Full rough calf limp, $1.00

Bird Life; *A Guide to the Study of Our Common Birds.*

By FRANK M. CHAPMAN. With 75 full-page colored plates from drawings by Ernest Seton Thompson.

Cloth, net $2.00

Canadian Essays; *Historical And Critical.*

By THOMAS O'HAGAN, M.A., Ph. D.

Cloth, gilt top, $1.00

The Life of Henry Drummond.

By CUTHBERT LENNOX. A new popular biography, Canadian copyright edition.

Cloth, 75c.

Tarry Thou Till I Come;

Or Salathiel, The Wandering Jew.

By GEORGE CROLY. With 20 illustrations by the celebrated artist T. de Thulstrup. General Lew Wallace declares this one of the "Six greatest English Novels."

Paper, 75c.; Cloth, $1.50

Dri and I.

By IRVING BACHELLER. Author of "Eben Holden." Ready in August.

Paper, 75c.; Cloth, $1.25

Pine Lake. *A Story of Northern Ontario.*

By MARGARET V. MAGWOOD.

Cloth, 75c.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO

TRADE IN MONTREAL.

From BOOKSELLER AND STATIONER'S Special Correspondent.

MR. CHAPMAN made probably the best hit of the month by an Ernest Seton-Thompson window. All the bookmen, in view of his visit to the city, displayed various Thompson works, but no one but Mr. Chapman devoted a whole window to them. He had a tasty background of green, and besides skins of various kinds, he showed stuffed animals representing "Redruff," "Silverspot," "Vix," "Raggylug" and "Lobo." Copies of "Wild Animals I Have Known," "Trail of Sand Hill Stag," "Biography of a Grizzly," "Bird Portraits," as well as Mr. Fraser's "Mooswa," and other animal stories, were also on display. The centrepiece was a photo of Mr. Thompson and an announcement of his lecture delivered on June 1. Complimentary notices were awarded Mr. Chapman in the daily papers and altogether his whistle cost him but little. His sales of animal stories were also very encouraging.

There are other opportunists among Montreal booksellers. Those situated in fashionable quarters sold quite a number of copies of Henry V. before Richard Mansfield's performance at the Academy. McEwan, the Scotch hypnotist, also generated some interest in his line and those bookmen who have displayed books on hypnotism or other phenomena of the mind have rid themselves of some old stock. One firm took the trouble during the Horse Show fever to devote one table to a display of books on hunting, riding, and kindred sports.

Wm. Drysdale & Co., who, by the way, are now settled at the corner of Drummond and St. Catherine streets in Montreal's fashionable centre, are on a somewhat different tack. Mr. Drysdale studies the American and English book reviews, and out of their multitude selects works which he considers ought to be popular in his city. He brings in small supplies and always has something "just out" which cannot be found in other stores. Moreover, he has secured a reputation for showing something new in the literary line, perhaps of a more heavy nature than is generally looked for. Oftentimes he gets books that are brought out later by Canadian publishers. Needless to say, he makes a good profit on these books. One such work he has brought in this month, and of which he has sold a number of copies, is "Home Thoughts," by "C." (A. S. Barnes & Co). Its excellence was tested in The New York Saturday Evening Post where it appeared serially. An idea of its character may be got by a glance at the titles of its chapters, among which are: "A Tuft of Hepaticas," "The Eve of the Easter Festival," "A Neglected Subject of Education," "My Son's Wife and My Daughter's Husband," "The Homelessness of Certain Married Women," "Mistresses and Maids," "Disagreeable Children," etc. It is a work which a bookseller can safely bring to the attention of his patrons. "Truth Dexter," by Sidney McCall (Little, Brown & Co.), is another literary book among Mr. Drysdale's leaders.

But for the month's best sellers. "Eben Holden" is as yet generally reported to be the most popular book, and dealers have had to repeat their orders over and over again "God's Puppets," "Lords of the North," "Octopus," "The Visits of Elizabeth," "The Helmet of Navarre," "Ralph Marlowe," "Olive Tracy," and Hocking's "Lest We Forget" are the others that are well to the fore. "A Daughter of Patricians" has not taken a firm hold as yet, but better things are expected for it. "The Crisis," by Churchill, is a book of promise, but the cloth binding has not been sold in large numbers. "Sirius" is another cloth-bound book on the market. "Babs the Impossible" is now issued in paper, but only a few copies have been taken. "Some Experiences of an R.M." has been imported by E. M. Renouf with some success. "Penelope's Irish Experiences" (Houghton, Mifflin & Co.) is shown by the same merchant, as complementary to the well known Scotch and English experiences of the same estimable person.

"Monopolies, Past and Present" is the title of a book just published by T. Y. Crowell & Company, New York. The author of this timely work is James E. Le Rossegnol, Ph.D., professor of economics in the University of Denver, but not unknown in Canada and Montreal, having been special lecturer at McGill University last Fall. In his preface he says that his book was written "for busy men who may wish to find in a single brief work a digest of a mass of information only to be obtained in a number of special treatises." It is, then, an eclectic book in its groundwork, with some of the most modern features of the subject added by the author. He favors monopolies under private ownership, but also under public control.

Mr. E. M. Renouf, 2238 St. Catherine street, expects an important publication to arrive in a few days. It is issued by Dennis Edwards & Co., an enterprising publishing house in Cape Town. It is announced as one of the most interesting publications on the war that has been brought out. It is called the "Anglo-Boer War Album," and is a series of 200 pages of photographic reproductions taken at the front. It is said to be better than "Picturesque South Africa," a high commendation.

C. Theoret, law publisher, has several important books off the press. One of these is entitled "Des Corporations," a series of lectures concisely covering "les principes de notre Code Civil sur les Corporations," private, municipal or commercial. It is an important work, and is said to be selling well, even in Ontario, though it is written in French. Another late work is entitled "The Legal Incapacity of the Married Woman," by L. J. Loranger ($1.25). Mathieu A. Bernard is the author of "A French Manual of Public and Private International Law" ($2.25) that has just been put on sale. It is a readable book, digestible by the ordinary readers as well as the student.

Another important announcement is that the fifth volume of P.B. Mignault's commentary on the Canadian Civil Code is now out. This commentary is probably the most important law work yet issued in the Province of Quebec, as it is now quoted and accepted in court. There will be 10 volumes in all, the sixth of which is expected off the press some time in the course of the year.

The record number of The Illustrated London News is now on sale. Dealers have not been able to secure all the copies they wished, but some have been promised more in July. The ruling price is $2. Needless to say, it is a beautiful work. There are still some copies of the Transvaal War number obtainable, but the price has been raised to $1.50. These special numbers seem to furnish profitable investment.

Montreal, June 6, 1901. E H.C.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, give the following as the six best selling pieces of music for May:

1. "Ochone"; song, by Wilton King.
2. "So Robin Sang"; song, by Gerald Lane.
3. "Avourneen"; song, by Wilton King.
4. "Bird of Heaven"; song, by Henry Parker.
5. "Plaisanteri"; piano, by Mascheroni.
6. "A Secret Meeting"; intermezzo, by S. Translateur.

Whaley, Royce & Co., Limited, report these to be selling best:

1. "Hail, Edward VII."; march, by A. W. Hughes.
2. "The Rosedale"; three step, for orchestra, by Wellesley.
3. "Rule Britannia" and "Ninety-five"; (combined) march, by Hughes.
4. "Ye Banks and Braes"; brass band quartette, by Hughes.
5. "The Minstrel Boy"; brass band quartette, by Moore.
6. "Royal Canadian March," by Hughes.

3 Leading Books 3

PAPER, 75c. CLOTH, $1.25

Ellen Thorneycroft Fowler's

NEW BOOK

Sirius

A Volume of Fiction.

AUTHOR OF . . .

"Concerning Isabel Carnaby,"
"The Farringdons," etc.

This new volume of fiction is a gallery in vivid miniature of various phases of English society life, a field where Miss Fowler has made her unique reputation for epigrammatic humour, keen sarcasm and sparkling repartee.

Sirius will delight readers of the best fiction.

TWO EDITIONS IN TWO DAYS

PAPER, 75c. CLOTH, $1.25

GOD'S PUPPETS

By IMOGEN CLARK.

The Mail and Empire says :

"The art of it touches perfection. * * * It is not a book to be taken up and forgotten; too original and too strikingly dramatic it is for that. Many people would be willing to reread the book in hopes of living again the first excitement of the racing episode; a chapter marvellously well done."

THREE EDITIONS IN ONE WEEK

PAPER, 75c. CLOTH, $1.25

JOSCELYN CHESHIRE

—BY—

SARA BEAUMONT KENNEDY.

Fully Illustrated.

The book appeared serially in Everybody's Magazine, and so great was the interest aroused that the first large American edition was sold before publication, a second edition failed to supply the demand, and a third is already in the press.

This charming love story created this demand the first week of publication.

W. J GAGE & CO., LIMITED PUBLISHERS TORONTO

POINTERS FOR PROGRESSIVE DEALERS.

DURING the visit of the Duke and Duchess of Cornwall and York to Canada, stationers in the different places that the Royal party visits will have to put in some "patriotic" window or decorations appropriate for the occasion. Pictures of their Royal Highnesses will, of course, abound, but these will be a very common form of decoration. Many stores will have windows crammed full of flags, pictures, etc., but the stationer who provides a new and unique display, getting out of the rut, is going to do a big business with those on the outlook for novelties.

At this season of the year the maple leaf looks its best, and for decoration purposes, either to back up another design or to form one themselves there is nothing that can surpass, if there is anything that can equal, maple leaves. Imitations may do very well, but the real thing will give a freshness and strength to the display that no imitation can produce. However they are worked in with the window design or interior display they will not be out of place and will add much to the beauty of the whole.

Souvenirs of all kinds will be in great demand, and the stationer has as much opportunity to supply these as any other class of merchant. Cheap stuff, like buttons, pins, badges, etc., will be sold greatly by boys on the streets, who can dispose of more of them than the merchant in his store, so the stationer must look to a better quality of goods for his trade. People who want to get something that they can keep as a remembrance of the occasion are going to take something pretty good. There are many things in fancy goods that can be supplied to the public by stationers, which, as souvenirs, cannot be equalled by the goods carried by merchants in other lines of business. Vases and other china or glass ornaments, booklets, etc., can all be gotten up with designs relating to the Royal visit, and good busts of their Highnesses should also be ready sellers. The stationer, however, can decide best what to push as souvenirs, and if a good article is chosen there is little doubt of its success.

Some stationers have gone in for colored pictures on glass of the Pan-American Exposition buildings, and there is not much sale for them. This is a line of goods that the Canadian stationer can profitably keep out of, as the sale of them is principally limited to those who attend the Exposition. And those who do will probably get the same goods, or any amount of other stock of the kind, in Buffalo at better prices. Besides this, interest in the Pan-American Exposition is likely to be greatly diminished by the visit of the Duke and Duchess of Cornwall and York to the principal cities in Canada.

Now is the time to look around the store and see what improvements can be made in the arrangement of show-cases, or how the window may be put to better use in advertising the goods. Spring is the season for cleaning up and getting into shape for a good year's trade. A change in the disposition of the goods, if it does not require too much changing of other things, is worth bringing about, and will give to the store a clean, new appearance. The windows, too, can be given a coat of paint. Even if they do not exactly need it the small expenditure required will be more than covered by the result of placing attractive windows before the public. Then a change once or twice a week in the windows, that is, for stores in the country, will add to the brightness of the store. Every week should see a new display. There are many persons in the country who only come to town one day in the week, and if they see the same display twice they are not apt to be much impressed with the up-to-date methods of the store.

CATALOGUES.

The latest of the many handsome catalogues issued by The Joseph Dixon Crucible Co., Jersey City, is the best yet. In it all The Dixon graphite productions are advertised. It is well illustrated with half-tone engravings of the different pencils, crayons, lubricants, machinists' and foundrymen's specialties, etc., that are manufactured by this firm. Price lists are furnished with a catalogue on request. It is a book that every retailer should have by him for reference. On receipt of a postcard a copy will be sent to anyone desiring it.

Every imaginable kind of sporting goods is advertised in The Harold A. Wilson Co.'s Spring and Summer catalogue which has recently been published. It contains some fifty pages, profusely illustrated with cuts of all the goods advertised, which include everything that could possibly be needed in games, both outdoor and indoor, sports and pastimes of every kind. Dealers will find this a useful book for reference, particularly at this time of the year. Prices and accurate descriptions are included.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

CHARLOTTETOWN.

1. "Eben Holden," by I. Bacheller. Poole.
2. "The Master Christian," by M. Corelli. Briggs.
3. "Mooswa," by W. A. Fraser. Briggs.
4. "Stringtown on the Pike," by J. U. Lloyd. Gage.
5. "The Reign of Law," by J. L. Allen. Copp.
6. "Eleanor," by Mrs. Ward. Briggs.

FREDERICTON.

1. "Palace of the King," by F. M. Crawford. Copp.
2. "Eben Holden," by I. Bacheller. Poole.
3. "Boer War," by Conan Doyle. Morang.
4. "Dorothy Marlowe," by Sir W. Besant.
5. "Eleanor," by Mrs. Ward. Briggs.
6. "Cardinal's Snuff Box," by H. Harland. McLeod.

GUELPH.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Visits of Elizabeth," by G. Glyn. Morang.
3. "Pro Patria," by M. Pemberton. Copp.
4. "God's Puppets," by I. Clark. Gage.
5. "Observations of Henry," by J. K. Jerome. Copp.
6. "Every Inch a King," by J. C. Sawyer. Morang.

HAMILTON.

1. "Stringtown on the Pike," by J. U. Lloyd. Gage.
2. "Babs the Impossible," by S. Grand. Briggs.
3. "Richard Yea-and-Nay," by M. Hewlett. Copp.
4. "The Sea Farers," by M. G. Morrison. Musson.
5. "Eleanor," by Mrs. Ward. Briggs.
6. "Eben Holden," by I. Bacheller. Poole.

KINGSTON.

1. "Her Mountain Lover," by H. Garland. Copp.
2. "Visits of Elizabeth," by E. Glyn. Morang.
3. "Uncle Terry," by ———. McLeod.
4. "Eben Holden," by I. Bacheller. Poole.
5. "Babs the Impossible," by Mrs. Grand. Morang.
6. "Elizabeth and Her German Garden."

MONTREAL.

1. "Penelope's Irish Experiences," by K. D. Wiggin. Houghton, Mifflin.
2. "God's Puppets," by I. Clark. Gage.
3. "Helmet of Navarre," by B. Runkle. Copp.
4. "Experiences of an Irish R.M.," by M. Ross. Copp.
5. "Visits of Elizabeth," by E. Glyn. Morang.
6. "Lest We Forget," by J. Hocking. Briggs.

OTTAWA.

1. "Visits of Elizabeth," by E. Glyn. Morang.
2. "With the Guns in South Africa," by Capt. Morrison.
3. "Lords of the North," by A. C. Laut. Briggs.
4. "Eben Holden," by I. Bacheller. Poole.
5. "God's Puppets," by I. Clark. Gage.
6. "Observations of Henry," by J. K. Jerome. Copp.

PETERBORO'.

1. "The Third Floor," by Mrs. Dudeney. Gage.
2. "On Peter's Island," by A. R. Roper. Gage.
3. "Englishwoman's Love Letters." Morang.
4. "God's Puppets," by I. Clark. Gage.
5. "In the House of a Woman," by A. Marchmont. Copp.
6. "A Missing Hero," by Mrs. Alexander. McLeod.

STRATFORD.

1. "Every Inch a King," by J. C. Sawyer. Morang.
2. "Her Mountain Lover," by H. Garland. Copp.
3. "The Cardinal's Rose," by V. T. Sutphen. Briggs.
4. "Palace of the King," by F. M. Crawford. Copp.
5. "Richard Yea-and-Nay," by M. Hewlett. Copp.
6. "Visits of Elizabeth," by E. Glyn. Morang.

ST. JOHN.

1. "Lest We Forget," by J. Hocking. Briggs.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "Visits of Elizabeth," by E. Glyn. Morang.
4. "The Cardinal's Rose," by V. T. Sutphen. Briggs.
5. "Alice of Old Vincennes," by M. Thompson. Briggs.
6. "Miss Cleveland's Companion."

TORONTO.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Granstock," by G. B. McCutcheon. McLeod.
3. "Visits of Elizabeth," by E. Glyn. Morang.
4. "Pro Patria," by M. Pemberton. Copp.
5. "Alice of Old Vincennes," by M. Thompson. Briggs.
6. { "God's Puppets," by I. Clark. Gage. / "Eben Holden," by I. Bacheller. Briggs.

VANCOUVER.

1. "On Peter's Island," by A. R. Roper. Gage.
2. "Lest We Forget," by J. Hocking. Briggs.
3. "Lords of the North," by A. C. Laut. Briggs.
4. "Story of Untold Love," by P. L. Ford.
5. "Experiences of an Irish R.M.," by M. Ross. Copp.
6. "God's Puppets," by I. Clark. Gage.

VICTORIA.

1. "The Visits of Elizabeth," by E. Glyn. Morang.
2. "Elizabeth and her German Garden."
3. "Alice of Old Vincennes," by M. Thompson. Briggs.
4. "The Cardinal's Snuffbox," by H. Harland. McLeod.
5. "Eben Holden," by I. Bacheller. Poole.
6. "An Englishwoman's Love Letters." Morang.

WINNIPEG.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Visits of Elizabeth," by E. Glyn. Morang.
3. "Uncle Terry," by ———. McLeod.
4. "The Octopus," by F. Norris. Morang.
5. "Her Mountain Lover," by H. Garland. Copp.
6. "Observations of Henry," by J. K. Jerome. Copp.

CANADIAN SUMMARY.

	Points.
1. "The Visits of Elizabeth"	57
2. "The Helmet of Navarre"	45
3. "Eben Holden"	43
4. "God's Puppets"	29
5. "Her Mountain Lover"	23
6. "Lest We Forget"	22

UNITED STATES.

1. "Alice of Old Vincennes," by M. Thompson. Bowen-Merrill Co., $1.50.
2. "The Visits of Elizabeth," by E. Glyn. Lane, $1.50.
3. "Eben Holden," by I. Bacheller. Lothrop & Co., $1.50.
4. "Richard Yea and-Nay," by M. Hewlett. Macmillan, $1.50.
5. "Like Another Helen," by Horton. Bowen-Merrill Co., $1.50.
6. "The Turn of the Road," by Frothingham. Houghton, Mifflin & Co., $1.50; and "Tenth Dexter," by McCall. Little, Brown & Co., $1.50.

ENGLAND.

1. "Babs the Impossible," by Sarah Grand. Hutchinson, 6s.
2. "The Column," by C. Marriott. Lane, 6s.
3. "The Master Christian," by Marie Corelli. Methuen, 6s.
4. "The Master Sinner," by a well-known author. Long, 3s. 6d.
5. "Lysbeth," by H. Rider Haggard. Longmans, 6s.
6. "The Silver Skull," by S. R. Crockett. Smith Elder, 6s.

SCOTLAND.

1. "The Eternal Quest," by J. A. Stuart. Hutchinson.
2. "Visits of Elizabeth," by E. Glyn. Duckworth.
3. "Babs the Impossible," by Sarah Grand. Hutchinson.
4. "Pro Patria, by Max Pemberton. Ward & Lock.
5. "A Wayside Weed," by A. F. Slade. Hutchinson.
6. "The Blue Diamond," by Mrs. Meade. Chatto.

Whaley, Royce & Co., manufacturers and dealers in musical instruments, Toronto, have dissolved, Eri Whaley continuing. Hereafter it will be a limited company, name unchanged.

The following item appeared in Morris's Trade Journal, of London :

"Inquiries from Canada for books, stationery, dolls, toys and other varieties of goods handled by stationers, are steadily increasing. It is unquestionably the disposition of Canadians to buy everything possible of English houses, provided they can get what they want. It would be well for British manufacturers to study the market and supply what is wanted, and not let the trade fall into the hands of the 'enterprising foreigner.'"

Dealers in this line may find a good trade in Canada for these specialties. The buyers who come from the different Canadian cities buy freely of these goods. If there is anything American dealers lack it is a thorough knowledge of the market. Some firms are making a study of the market, with special reference to supplying the wants of those markets. Trade will be likely to increase at least as long as the general business of the Dominion is in the active condition it is now.—American Stationer.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

THE proposition discussed at the recent meeting of The Ontario Library Association to have lists of books drawn up will be carried out tgis Autumn, when the issue of Autumn books is in full swing. This will insure the inclusion of the latest books. Lists will probably be drawn up in September, in December and again in the Spring.

Canadian librarians will note with regret the death of Miss Harriette C. Pardoe, daughter of Mr. Avern Pardoe, of the Legislative Assembly Library.

This year the American Library Association will hold its annual conference at Waukesha, Wisconsin, from July 3 to 16. An attendance of 400, including some Canadian delegates, is expected.

In the library of The Royal Colonial Institute, London, there are 43,756 volumes and pamphlets, all relating to the colonies and India, and 318 files of newspapers.

The Toronto Public Library's reference library is growing apace. New cases have been erected in the librarian's office and the works on antiquities, heraldry, genealogy, etc., quartos only, are being removed there.

A Toronto book firm have catalogued and sold the fine Canadian library of the late Robert Jenkins. Some record prices were obtained, chiefly from United States buyers. For instance, a copy of Major Richardson's "War of 1812," brought $25.

A new card catalogue is being made for the King's Library at Windsor, of which Mr. Holmes is librarian. The collection is being augmented by books from Marlborough House and elsewhere, and the whole is being put in order for the library needs of the King and Court.

A presentation of books of Parliamentary documents has been made to the St. Catharines Library by Hon. J. G. Currie. Mr. Currie, now Registrar of Lincoln County, was for years a member of the Legislature and must have an interesting collection of material.

In a paper read before the Bristol library conference Mr. Thomas Aldred said: "Putting aside fiction, it is perhaps better to purchase three copies of a notable work such as Lord Roberts' "Forty-one Years in India," than only one copy of such a work, and two biographical works for which it might happen no application would ever be made."

There are 13,531 volumes in the library of Victoria College, Toronto. Last year 940 volumes were added, of which 323 were purchased. The income of the library last year was $570, and the expenditure $603. Mr. C. C. James has added to his fine collection of Canadian poetry—already presented to the library—some 35 volumes and 29 pamphlets.

The library of the late Rev. Henry Scadding, D.D., who died recently, has been divided under the terms of his will between Trinity College, Toronto University, the Education Office and the Toronto Public Library. It is understood that his late residence has been left to the parish of Holy Trinity as a clergy house and a small collection of books, the nucleus of a library for the clergy, goes with the house.

Orillia complains that the Ontario Government has not given the local library all it is entitled to under the law. The law awards each public library one dollar of Provincial money for every dollar locally expended up to the sum of $200. In 1899 Orillia spent $118.47 on books and $48.71 on magazines, a total of $167.18, but only got a grant of $140. Where is that $27.50?

Abbé Verrau, F.R.S.C., Principal of the Jacques Cartier Normal School, Montreal, who died lately, is believed to have possessed one of the most valuable libraries of Canadiana in existence.

Librarians are often worried by worthy old persons who think they have valuable books which a public library ought to buy so as not to let the priceless treasures go out of the community. They tell of incredible prices paid at London sales for these books or copies of them. Usually the "treasures" turn out to be odd sets of the Spectator, or Swift, or some other 18th century classic. Most often they are trade editions of these works issued long after the first editions appeared. The latter are valuable. Or perhaps they are volumes of sermons, or theological literature a century older which any visitor to London knows he can pick up on the open-air bookstalls on Farrington street for 1d. a volume. If they fetched 6d. a volume it would be exceptional.

C. G. H.

REVELL COMPANY REMOVED.

As will be seen from our advertising columns, The Fleming H. Revell Company have removed to large and commodious new quarters at 25-27 Richmond street west, Toronto. The change was rendered necessary on account of the increase in their wholesale and publishing business and the inadequacy of their facilities for handling the business at the old stand.

The new store is situated next door to The Methodist Book Room, on the east side, and is large and well lighted, and the arrangements are such that trade customers paying them a visit will have an excellent opportunity of inspecting all the latest books in the firm's own particular line, as well as full lines of their own publications.

It will also be noticed that The Revell Company have christened this block on Richmond street "Booksellers' Row," a name well chosen, from the fact that there are about a dozen and a half booksellers, publishers, printers, binders, and others connected with the publishing trade in the same block.

It is the intention of The Revell Company to push through the trade the sale of their own publications and the many lines which they control, and they confidently expect a liberal support from the booksellers throughout the country.

The New Westminster, B.C., branch of Clarke & Stuart, wholesale and retail booksellers, stationers, news and fancy goods dealers, etc., has been purchased by Messrs. J. J. MacKay and H. S. Southon, and will be conducted by these gentlemen on the same lines as before. Mr. MacKay comes from Vancouver, and Mr Southon was formerly manager of the business under the old firm. He will fill the position of expert in the new firm, which is to be styled MacKay & Southon Co.

A NOTABLE WAR BOOK.

THE following extracts are from a review in The London Spectator of "How We Kept the Flag Flying," by Mr. Donald Macdonald, war correspondent of The Melbourne Argus. This book has been one of the most popular of recent issues. It has been placed on the Canadian market by William Briggs:

"Perhaps the best in the whole list of war books is Mr. Macdonald's narrative of the siege of Ladysmith. The author modestly describes himself as 'an Australian novice,' with no experience of fighting, but he had, from the first, what is more important, a keen and vigorous mind and the eye of the true observer. In words full of light and color he tells without rhetoric the things which he saw with his own eyes, and the feelings which he shared in common with some thousands of men. The book is, indeed, no less a private diary than a history, for it deals as much with the inner life of the mind as the events of the beleagurement. It is the work of one who is alive to the ironies and comedies of life, who has an artist's eye for scenery and weather, and, at the same time, can tell of a military movement with luminous precision. Above all, the author's temper is perfect; his comments are at all times tolerant, sympathetic, and conspicuously well bred, and yet he has that infectious enthusiasm which is the birthright of his countrymen. * * * The book, as we have said, is as much as anything an analysis of the psychology of siege and battle. The writer traces the progress from comfort to anxiety, and then to shattered nerves, and, last of all, to sheer dogged suffering. All is done skilfully and truly, in plain language, with none of the cant jargon which seems to beset most men who write about the human mind. But the result is a memorable picture in which we see the incidents of the war, not in theatrical exaggeration, but in sober reality. * * * The book is filled with hairbreadth escapes and sudden tragedies, some of them too gruesome to quote. We see the population becoming inured to horrors, growing wary about shells, and falling back to something of that unconcern which alone could make resistance possible. In days when men were killed in impossible ways and saved by miracles, a kind of grim fatalism could be the only rule of life. In the midst of this apathy, the writer kept his senses keen and critical to the last, and his impressions are as fresh of the relief as of the first isolation. * * * If we seek an instance of true colonial Imperialism, whose existence some may deny but all must hope for, we may find it in an admirable form in this brilliant and high-spirited book."

FANCY GOODS AND STATIONERY.

BRITISH MAKERS RECEPTIVE. On another page will be found the advertisement of an English firm of fountain and stylo. pen manufacturers, which is a contradiction of the statement frequently made that the British houses do not supply the trade here with the proper class of goods suitable for the Canadian market. This house, which has met with great success in many parts of the world with its pens, offers to supply the Canadian trade with any kind of pen desired. All that is required is to let them know what class of pen is most suitable for this country and it will be supplied.

CLOTH-FINISHED STATIONERY. Twenty-five years ago cloth-finished stationery was very much in use, but the fashion died out, and by many has been forgotten. It is being revived, however, and, in white, greys, light green and blue, is being placed on the market with good prospects of becoming a favorite paper. It has all the appearance of linen, and the process of pressing the paper in giving it this finish makes it also quite tough. A useful novelty in stationery is the "Letterette." This is formed of one sheet of paper with two gummed flaps, one projecting on each side. A short letter or note may be written on the inside and the sheet is then folded up into one fourth its original size, while the two flaps are sealed, holding it securely and giving it the appearance of an envelope, the address being written on the outside in the ordinary way. As circulars, these should prove successful. The flaps need not be sealed but can be pushed into the ends of the folded paper, holding it securely. They are shown in Messrs. Hart & Riddell's in a number of shades, greys, blues and whites being the leaders. As embossed circulars they are also desirable.

SLEEVE PROTECTORS. For the use of business men and also for ladies to wear over the sleeves of any dress they wish to protect, the new sleeve protector has been designed. They are made in printed ducks and black imitation leather, in two parts, with an elastic between them which makes them fit tightly to the sleeve. They come in seven different sizes, and can be retailed at 25c. per pair.

RACK AND WIPER COMBINED. A patent has been secured on a combination penrack and penwiper to go with an inkbottle. The spring collar of a metallic tube is fitted over the neck of an inkbottle and this serves as a support for the penrack and wiper. The wiper is formed by a series of interchangeable wool strips, which are held in place at the ends by clamps. The penrack is made to hold one or more pens. A hinged plate holds the cork, so that it can be quickly placed in the neck of the bottle. This plate is also used to draw a worn out pen nib from the holder.

BINDING CLIP. The newest binding clip is also one of the best and neatest. It can be put off or on very quickly and with no trouble, while at the same time it will hold securely as many as fifty pamphlets, papers, or magazines. It does not punch holes in the papers or otherwise spoil them. The clips are made in several sizes and sell at 10c. per pair.

MAILING ENVELOPE. A new envelope intended for mailing books, catalogues, etc., is being put on the market. It can be sealed as securely as the ordinary kind, but a cleverly contrived double flap allows an examination of the contents to be easily made by the postal authorities, thus making it mailable at third or fourth-class rates. There are no metallic fastenings to it, and the envelope presents a good appearance.

DUPLICATE WHIST TRAY. An American has had patented a folding duplicate whist tray, which consists of four leaves, hinged at the back, each with two aluminum springs which hold the cards. When folded the tray is about the size of a pack of cards. It is intended to make them so that an eight-tray set will retail at about $1.50.

GAGE & CO.'S NEW SCHOOL BLANKS. A happy combination of art and utility—a series of scribblers and exercise books that possess exceptional value. The twentieth century historical series, endorsed by teachers and other educationalists.

A year ago we gave a description in these columns of the enterprise of W. J. Gage & Co., Limited, Toronto, in putting on the market for the opening school season their military and patriotic series of school blanks; it had not seemed to us that the attractiveness and value of the series could at any subsequent time be surpassed. But having had the opportunity of seeing samples of school blanks that this firm will be offering the trade for the coming season, we must pronounce it a case of completely beating one's own records.

Gage & Co. have proven themselves shrewd interpreters of public sentiment along educational lines in their new 20th century historical series of scribblers and exercise books, the idea being to reflect in picture and story the leading events of British and Canadian history.

The series starts fittingly with the Queen Victoria cover, containing a beautiful picture of our late beloved Queen, and recounting in terse terms on the back cover the chief events in her long reign.

Then we have King Edward VII. cover, with a most attractive portrait of our new King on the front cover, beautifully set out in colors, and on the back a biographical sketch of Edward VII.

This is followed by a cover with pictures of King Edward and Queen Alexandra. Following still along the line of the Royal family we have another showing a picture of Prince George, Duke of York and Cornwall, Princess Victoria May, Duchess of Cornwall and York, and their son, Prince Edward of Cornwall and York, whom Canadians hope to see in person in their own Dominion shortly. Suggestive of the Imperial idea, and many pronounce it the best of all, is the one entitled: "Where the Flag Flies." In it Canadians have brought before them in picture form the breadth and influence of British power. The lion and his cubs representing the British lion and his various colonies, illustrate again the Imperial thought and once more this idea is brought out in a line entitled: The Imperial, the cover of which is illustrated with the variations in time in the various British colonies, starting with London time.

Not pretending to describe each one of the series, which includes some 20 all told, interest is sure to be created in several of the books in which Canadian history forms the subject of illustrations. We have one giving the pictures of the Fathers of Confederation and a sketch of Confederation, and again another adorned with life-like pictures of Sir John A. Macdonald and Hon. Geo. Brown, with sketches of these two eminent statesmen of earlier days.

Then we go back into early Canadian history and have one with a picture of Wolfe and Montcalm, and a brief description of the events of that period. Following along the same thought is the Laura Secord cover, and again the General Brock and Col. DeSalaberry cover. In each case careful and accurately prepared historical sketches are printed on the back of the books, giving to the pupils a fund of information of their own country that must be helpful in producing a wider knowledge of the Dominion.

This historical feature, in a large measure, makes these books indispensable to pupils as text books of British and Canadian history.

The third division of the series includes especially a book entitled The 20th Century, the design of which is exceedingly clever, and on the back of the cover is a concisely written sketch of the 19th century in Canada.

The whole series furnishes very full evidence of the development in lithography and color printing, and Gage & Co. are to be commended for the expense that they must have gone to in securing such artistic designs, and then seeing that the mechanical work and the printing should be of the very best.

In a little booklet that Gage & Co. have published, describing very fully their entire series of school blanks, they have fittingly remarked that, let the bookseller and stationer get the ear and the eye of the boys and girls of all ages who attend school and then they have attained a strong grip on the school trade. In the preparation of the historical series of school blanks that we have here described, this firm have certainly put in the way of all who sell school books an opportunity to create the

School Blanks—W. J. GAGE & CO., Limited—School Blanks.

Twentieth Century Historical Series Scribblers and Exercise Books.

BIGGEST HIT OF THE TRADE.

Dealers know how happily we struck the popular chord a year ago in our Military and Patriotic Series of Scribblers and Exercise Books. Ever interested in the trade's welfare, and constantly devising something new and special, we invite attention this season to our new 20th Century Historical Series of School Blanks. That

THEY WILL PROVE WINNERS

there cannot be the slighest question. In point of artistic design—magnificent specimens of color work—they surpass anything before attempted in Canada. Because of their educational value—in the subjects that form the front cover and the matter that is used on the back cover—they have been endorsed by our best educationalists and teachers everywhere. The series include:

—Victoria, 1837 to 1901—with a most life-like picture of our late beloved Queen and on the back a chronological table of the life of Queen Victoria.

—King Edward VII.—a splendid picture in colors of the new King, and on the back a concise and useful sketch of Edward VII.

—King Edward VII. and Queen Alexandra—a beautiful picture of the King and Queen, with a sketch on the back.

"Where the Flag Flies"—perhaps the pick of the lot. On the back a statistical table of the areas and figures of the British Empire.

—"Imperial"—a most artistic design, illustrating the variations in time in England, Scotland, Ireland, Canada, India, South Africa, New Zealand and Australia.

—"The Lion and His Cubs"—pictures of the old British Lion and her seven colonies, a picture the children will cry for.

—A design containing excellent picture of H.R.H. Prince George Duke of Cornwall and York, H.R.H. Princess Victoria May, Duchess of Cornwall and York, and their child Prince Edward of Cornwall and York, and on the back a sketch of the three.

—Miss Canada, being a beautiful picture of Miss Canada with the Standard in her hand, Maple Leaf and the beaver showing in good position; on the back a map of the Dominion.

—Fathers of Confederation, giving illustrations of Sir John A. Macdonald, Hon. Geo. Brown and the others who figured on that important occasion, with a brightly written and concise historical sketch of Confederation on the back.

—Macdonald and Brown—cover with two characteristic pictures of these noted statesmen and reproductions of the Macdonald and Geo. Brown monuments as they are familiar to people in Queen's Park, Toronto. On the back a biographical sketch of Macdonald and Brown.

—Wolfe—Montcalm—Early Canadian history is here reproduced in a beautiful colored cover of the men and events of that time and a sketch of Wolfe and Montcalm on the back.

—General Brock and Col. De Salaberry—another cover illustrating early events in Canadian history.

—The Laura Secord Cover—a beautiful design and on which are also shown the faces of Col. Fitzgibbon and Gen. Drummond.

—British-Canadian Cover—which is a splendid sample of color work, especially in the coloring of the flags.

—Victoria Cross Cover—on which are pictured the four Canadians who won the Victoria Cross in South Africa.

—National cover—with picture of the Parliament Buildings at Ottawa and the old buildings of Montreal, and on the back a map of the Dominion.

—20th Century Cover—a work of art which reflects completest credit on all concerned—suggestive of the developments in Canada during the past hundred years, and on the back a tersely-written sketch of the Century in Canada.

—The Old Salt—a characteristic picture of an old sailor.

—The Seasons—embracing four pictures, of Spring, Summer, Autumn and Winter—beautifully brought out in colors.

The suggestion is hardly needed that a catchy series of School Blanks will draw the trade to your store as will nothing else, for all classes of pupils, public school and high school—young and old—are obliged to use many scribblers. Do not load yourselves up with school blanks until you have seen our samples—now in the hands of our travellers and in stock in our warerooms.

W. J. GAGE & CO., Limited

54, 56 and 58 Front Street West,
1, 3, 5 Piper Street,

TORONTO, CANADA.

FANCY GOODS AND STATIONERY—Continued

widest kind of enthusiasm among their young scholars, and when school opens again in September it will be strange if a rich harvest is not reaped.

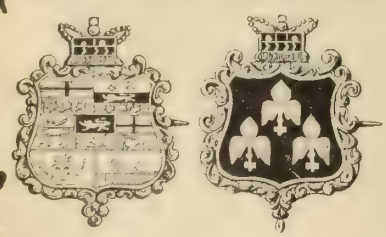
GOODS FOR SUMMER TRADE.

The tourist trade this year in Canada is likely to be the largest yet, and those dealers who prepare for it by placing in a stock of souvenirs and other things suitable to the trade will do well. Among such goods there is nothing that takes better than hat and scarf pins, broaches, belt-buckles, etc. These, in enamelled jewelery,



are very pretty, as may be seen in Nerlich & Co.'s catalogue, just issued. In this there is illustrated a number of attractive fancy articles, which dealers should see, including patriotic jewelery, such as the maple leaf, Canadian, British and French coats of arms, etc., as in the accompanying cuts. The colors of these are bright and attractive, and are enamelled on gilt bronze. The coming Royal visit to Canada will be the occasion for an immense sale of these goods. Dealers should send for this catalogue.

They are also showing penholders and letter openers, with especially inscribed wording, which will be liked by the trade. Shell paper weights and ornaments with souvenir wording are other goods that have been well selected for this trade. They are



beautifully made and will take well. Among the other fancy goods that can be handled in quantities this year are Scotch ware with Scotch mottoes, imitation wedgewood or cameo ware and fancy china ornaments and knick-knacks. The trade in such goods has been a growing one for some years and this year promises to be better than any previous one.

GOOD SELLING LINES.

Rubber stamps, pads and stands are being sold now to a great many people. For office use there has been nothing found to beat them. The stamps, as seen in Brown Bros., have from four to six figures, and are arranged both for dating and numbering. Gummed labels, and seals in gilt and colored; Denison's shipping and price tags, plain or with metal rims and eyelets; inks of all kinds and paste, both in quart, pint and other sized bottles, as well as in tubes, are now all going well. The crepe tissue paper for decorating or trimming has fulfilled all expectations. Special wire is supplied for making this paper into flowers, etc. There has been an immense demand for the pen-carbon letter books. Particularly for travellers are these invaluable. Any ink, paper or pen can be used and no water or press is required. The book, too, takes up no more room than a paper pad. Some of the prettiest art calendars yet produced may be seen in Brown Bros. They are mounted on heavy cardboard paper, with hand-painted designs, and each has for its headpiece a beautiful photogravure either figure or scenic. They are dated 1902, and will make excellent Christmas souvenirs. Hand-painted poster calendars are also in great demand. They are gotten up very tastefully. The famous Sea Island twine for druggists' use is shown in abundance, and other twines, hemp, linen and cotton, may also be had. Among the fountain pens, the Paul E. Wirt, the Sterling, and the New Century lead in sales. A handsome booklet has been issued advertising this last.

NEW SCHOOL BLANKS.

Warwick Bros. & Rutter have just placed in the hands of their travellers a complete new series of school note, exercise and pencil books. The line includes every imaginable size and style of blank note books which would be suitable for school use.

While the firm of Warwick Bros. & Rutter have always manufactured a considerable variety of these goods, they have not heretofore given the school department special attention, but owing to the continually increasing demand made on them for school goods they have decided to make the first year of the new century what may be termed their inaugural year for school trade.

With this end in view they have spared no pains or expense to make their line of blank note books the most complete in every particular to be found in this market.

The covers of the books are perhaps the main attraction for the scholars. In this respect the originality of the designs and the elegant color effects with which they have been produced will make this series a leading factor wherever shown.

The attention of a boy or girl could not but be drawn to a picture such as is portrayed in the Frontenac design, which shows the most successful French Governor that ever ruled Canada holding the grand council with his famous red "children." The picture shows Frontenac treating with a war-painted and befeathered Indian chief before a flaring camp fire, the bright reflection from the flames, together with the flashing colors of the gaily painted redmen, giving the entire scene a most elegant effect.

"The V. C." is perhaps the most expensive and most perfectly produced design ever shown for this class of trade. It shows King Edward VII. surrounded by Lord Strathcona, Lord Roberts and others presenting the Victoria Cross to Sergeant Richardson, of Strathcona's Horse, while in the background is the Strathcona Regiment in front of Windsor Castle. The design is produced by a new process of printing, giving the cover a beautiful eight-coloring effect, and is undoubtedly the best example of this class of work yet produced in Canada.

Another cover, "The Savoy," is a most refined and artistic sample of the printers' art. It consists of a rococco design embossed in gold on a dark crimson enamelled board, the effect being most pleasing.

This design is also shown on an oblong note book and promises to be the most popular number of the note book series.

The line also includes a number of exquisitely lithographed designs, but space will not permit of our giving details of the entire series. The trade will, however, do well by not placing orders until they have an opportunity of inspecting such a complete new assortment of desirable books.

OUTDOOR AMUSEMENTS.

F. & E. W. Kelk are showing a good line of hammocks, baseball, croquet and other lines suitable for outdoor amusement. They also say that owing to large importations of Fall and Christmas goods now fast arriving, all Summer goods will be cleared off cheap. They carry in stock a good assortment of Chinese lanterns and silk flags; also large bunting flags, running from two to 36 feet, and the prices are right. When in the city they would be pleased to have customers inspect their their stock.

A TRIP TO SCOTLAND.

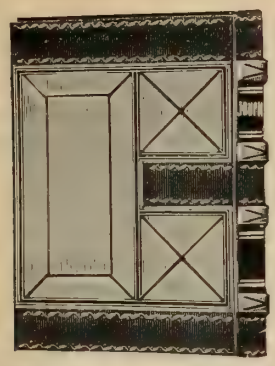
Walter Meal, the American representative of Alex. Pirie & Sons, Limited, the famous Scotch papermakers, has returned to the city from his trip to Mexico and the South and reports business as being exceedingly good. Mr. Meal intends making his periodical visit to the mills at Aberdeen, Scotland, this month and is booked to sail hence on the 26th inst. by the St. Louis, of the American line, for Southampton. His return to this country is dated for the end of August and he hopes to spend September in Canada, in the paper trade of which his firm have for more than half a century been largely interested.

PENCIL NOVELTIES.

The newest line of pencils on the market is the "Rustic." These are finished in imitation of the rough bark of a tree and are made in six different colors. Copp, Clark & Co. show them in assorted boxes, half-a gross in each, which they sell at $2. They have erasers and gilt tips. The Colonial pencil assortment is put up in one of the nicest display boxes yet made. They are made to represent the front of buildings in the colonial style of architecture, the cardboard strips which separate the sections being in the form of pillars. These pencils are assorted in half-gross boxes. Pencil boxes are shown in many different styles. Most of them have finely colored designs on the covers, of flowers or, in the "Colonial Defenders" boxes, groups of the soldiers of the different colonies. One with the design burnt in the wood is very pretty. Special values in 5c. lines are shown, with lock and keys, and spring top. One line has six different openings, and contains a ruler in the side. A handsome box is No. 510-3, a 10c. line. This is made in light and dark wood, with a rosewood top, and is one of the best sellers.

SUMMER GOODS.

Bicyclists, yachtsmen, clubmen and others always have need of key chains. These are shown with rings in Copp, Clark Co.'s, and a great variety may be chosen from. They run from 75c. to $9.60 per dozen. The rings are in all shapes, though the plain round ones are preferred. Microscopes are



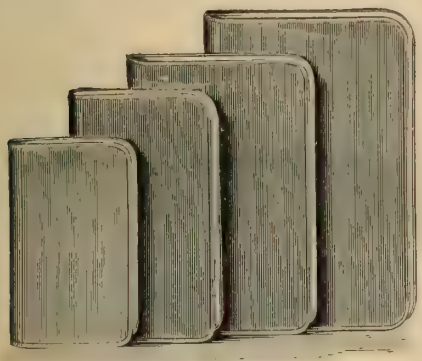
ACCOUNT BOOKS

We manufacture and keep in stock every description of Blank Books—all sizes and styles.

LEDGERS, JOURNALS
CASH BOOKS, DAY BOOKS
LETTER COPYING BOOKS
TRIAL BALANCE BOOKS
MINUTE BOOKS, INDEXES, ETC

COMPLETE LINE OF

MEMO and VEST POCKET BOOKS.



PEN CARBON LETTER BOOK,

No Water, no Press, any Ink, any Paper.

LEATHER GOODS

We carry a very complete stock of the latest designs and patterns, our own manufacture—equal to the best imported.

PURSES, BILL WALLETS, PORTFOLIOS, CARD and LETTER CASES, DRESSING CASES, MUSIC ROLLS and FOLIOS, ETC., ETC.

Newest and finest makes of leather.

THE BROWN BROS. LIMITED

Manufacturing and Importing Stationers,
51-53 Wellington St., W.,
TORONTO.

It will pay you

to examine our unrivalled stock of



Flat Papers, Bill Heads,
Commercial Stationery,
Society Note Papers,
Wedding Stationery,
Envelopes, Writing Tablets, Pads, Papeteries,
Fancy Papeteries, Paper Boxes, etc.

The Barber & Ellis Co., Limited

TORONTO.

Gold Medals, Paris, 1878: 1889.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ALEX. PIRIE & SONS LIMITED

PAPERMAKERS

MILLS

ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of the world. A special feature is the manufacture of

MOURNING STATIONERY AND PAPETERIES

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

FANCY GOODS AND STATIONERY—Cont'd.

also useful to almost all classes of men, and for botany classes there are some specially adapted ones shown here. No. 0234, the "Marvel," can be retailed for 1c. It is in the shape of a tripod, brass and iron. No. 560-3 is a very powerful, folding brass linen tester, which they sell for $1.80 per dozen. "The Tripod" is also made of brass, with powerful double lenses, and sells for $3.60 per dozen. Along with these a botany case is shown. This is a handy receptacle for holding specimens of ferns, flowers, etc. It is made of tin with hinged cover, and is provided with a strap so that it can be thrown over the shoulders. It sells for $1.80 per dozen.

THE TRADE IN DECORATIONS. This year has been one of the best yet for the sale of flags and other decorations. The Copp, Clark Co. have hard work to keep up with their orders in all kinds—Union Jacks, tricolors, Irish flags, etc., both to be used as flags and for cushion covers. They show these flags in crepe tissue, too, for decorative purposes, and the sale of them is a large one. Paper garlands, Chinese lanterns, etc., are in heavy demand. The Bainbridge crepe tissue paper is shown in 45 different shades and can be retailed for 10c. It comes in seven-foot rolls, at 6 1-2c. per roll or $5.75 per hundred. For a more elaborate style the floral designed tissues are extremely beautiful. Among the many cards are some lines that every Canadian stationer should see. There are the Canadian pressed flower cards, for souvenirs, birthdays, Christmas or any other occasion. Real flowers are pressed between the covers, and the effect is striking. The maple leaf is another good design. This has a design of the coat of arms of the different Provinces on the outside with verses of patriotic songs within. There are hand-painted maple leaves on another line. The Pan-American line is going well in the cities and towns on the border. Some special view designs are also worthy of notice. Dealers get up the photographs of any desired place about their town and The Copp, Clark Co. have them engraved and mounted on cards. Some of the colleges here have gone in for this and it has been a great success. They run from $5 per dozen, upwards.

NEW LINE OF PAPETERIES. The new list of papeteries shown by Buntin, Gillies & Co., Hamilton, Ont., contains a number of lines of fine quality, packed in attractive boxes.

The "York Parchment" to retail at 25c. contains a very fine quality of heavy parchment paper in classic shape, with oblong envelopes. On account of its name, this line is especially suitable, and should have a large sale during the Summer season.

Another line, the "Royal Duchess," which comes in colonial size, also contains parchment paper. The covers of these are especially striking.

Royale is an extremely handsome line, containing smooth wedding stock, in eight-vo. size, with bands and box top of quiet, but exquisite design. This box will retail at 30c.

The "Pyrrha," in classic size, to sell at 20c., is fine value.

"Dover Bond" in same size is a delicate blue paper, medium weight; while "Regal Court," in colonial size, is a strikingly beautiful box of vellum paper. The numbers mentioned above, and others in the line, make up an extremely handsome show of papeteries.

Samples are now in the hands of Buntin, Gillies & Co.'s travellers, or a sample package, containing one box of each of 12 kinds, will be forwarded on application. Every retailer who wants attractive goods should see these.

CHATELAINE BAGS. I have just been looking at a new line of chatelaine bags, and can honestly say they are the neatest and prettiest lot I have ever seen. They are made in the very newest leathers and latest designs in frames, with hook and chain or leather straps, all ready to wear. The newest leathers are real seal, Russia grained; real seal, walrus grained and hippopotamus grain. These, with regular leathers, such as real seal, real alligator, buffalo, and a great variety of cheaper grained leathers, make an assortment that would be hard to beat, and it would be a very particular customer who could not find something to suit them in this line. The sizes are as varied as the leathers, ranging from 2¾-in. frame to 5-in. frame. The frames are finished in nickle, nickle oxidized, silver plate, French grey, gold plate and leather covered. The styles are suitable for the very youngest child to the most sedate matron. They can be retailed for 25c. to $5. The Brown Bros., Limited, will supply the trade.



CANADIANA.

MR. S. T. WOOD, one of the clever editorial writers of The Toronto Globe, has written a book entitled "A Primer of Political Economy" which The Macmillan Co., New York, will publish. Mr. Wood possesses a clear and graceful literary style, and is noted for his insight into economic questions.

A number of personal and literary friends of W. A. Fraser, author of "Mooswa," "The Eye of a God" and other works, entertained him at dinner at the National Club recently. Mr. Fraser is thinking of going to reside for a time in Connecticut, where some of his early years were spent.

It is understood that Mr. A. P. Cockburn, an old Parliamentarian, has in preparation a history of Canadian Administrations since the union of 1841.

Capt. Ernest J. Chambers, of Montreal, is to issue shortly a history of the Queen's Own Regiment, Toronto, the materials for which have been entrusted to him.

"Ralph Connor" (Rev. Charles Gordon, of Winnipeg), has finished his new book "The Man From Glengarry," which will appear serially in The Westminster.

The author of "Aneroestes the Gaul," Edward Maurice Smith, Montreal, is now at work upon an historical novel embodying the military experiences in Canada of General Montgomery.

The work on South Africa by Professor J. Cappon, of Queen's University, Kingston, entitled "Britain's Title in South Africa," is being published by Macmillan. It deals with and confutes the criticisms of Britain's record at the Cape by Dr. Theal.

Mr. A. C. Casselman, of the Normal School, Toronto, is preparing an edition of Major Richardson's "History of the War of 1812," now a scarce book. Mr. Casselman is a great student of the period, and his monograph of the author will embody valuable data.

HYDE & CO'S

"BRITISH EMPIRE"

Writing Inks,

Sealing Wax and Gum.

Original Makers of the "Bank of England" and Prize Medal India Wax for Hot Climates.



Banker's Black, Blue-Black Writing and Copying Inks, And the Celebrated Hindoo Red Ink.

Makers of every description of Sealing Wax, including the well known brands:

"HYDE'S No. 1,"
"IMPERIAL,"
"COLONIAL,"
"VICTORIA, etc."

ST. BRIDE ST., LONDON, ENGLAND

Handsome Cards—Quick Sales—Good Profits.

Dealers find that social leaders who entertain with cards are delighted with

"Congress" Playing Cards.

Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

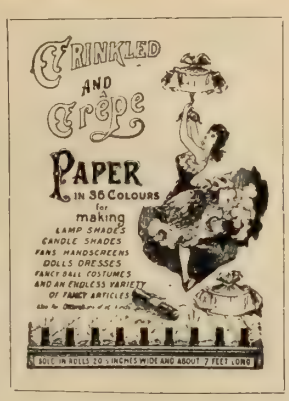
They are widely advertised and are favorites everywhere.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.



Patriotic Streamers

for the

ROYAL VISIT

In stripes of Red, White and Blue, 6 inches wide and 4 feet long. Also

Crêpe Paper

in same colors, 20 inches wide and 7½ feet long. Crepe Paper makes the cheapest and most effective decorations.

For sale by all Wholesale Stationers.

TOURIST TRADE

THE usually "dull" summer months might be a regular harvest of trade if you showed an attractive line of **Souvenir Articles** to the Tourists and Visitors that come to your town. We make a specialty of this branch and are showing hosts of suitable articles—Novelties in China, Shell, Pearl (with inscription), Cameo Ware, Scotch Ware and Enamelled Patriotic Jewelry.

Write for Special Catalogues.

..They fully illustrate and describe Souvenir Articles...

NERLICH & CO.,

146-148 Front St. West, (Opposite Union Station) **Toronto.**

WALL PAPER AND DECORATIONS.

STAUNTONS 1902 LINE.

BY the time this goes to press Stauntons Limited new line of wall papers will be completed and the travellers will be ready to start on the road about July 1. A greater number of new designs will be shown this season than this reliable old wall paper house has ever shown before. No expense has been spared to put before their customers a line of goods well in advance of any previous productions. There are many new and novel effects throughout. In the better goods many speciaities are shown which will, no doubt, be appreciated by the dealers who have an eye for the decorative. Some beautiful new effects in fabrics are to be found in the samples, and, in the preparation of samples of the cheaper lines, there has been more attention paid than is usual and the values all around in this year's line are bound to be trade-winners. The pricing of the line has also had the most careful revision and where-ever it was at all possible the knife has been used and prices pruned to the very closest margin. The company are confident that in a combination of such exceptional merit in the way of design, variety and coloring and coupled with the lowest prices they have the strongest combination to present to the trade generally throughout Canada that it has ever been their good fortune to solicit trade on.

THE WATSON, FOSTER CO.

The annual general meeting of The Watson, Foster Company, Limited, manufacturers of paper hangings, was held at the company's offices, Maisonneuve, Que., June 3, and reports of the business for the past year were satisfactory and adopted. The officers of the company elected for the coming year are as follows: Mr. Hugh Watson, president; Mr. S. S. Boxer, vice-president and managing director; Mr. W. A. Sutherland, secretary-treasurer.

NEW BOOKS.

"HOME THOUGHTS," published by A. S. Barnes & Co., New York, is a book compiled from a series of essays written for The New York Evening Post, over the signature, "C." Such subjects as "The Homelessness of Certain Married Women," "Children as Our Judges," "The Etiquette of Family Life," etc., are treated in a practical and interesting way, the result of the experience of the writer, and will be read, especially by married people, with the greatest interest. The price of the book is $1.50.

The subject of hypnotism is receiving at present much more attention than ever before, and a work like Compte C. de Saint-Germain's "Practical Hypnotism" will be welcomed by many interested in the subject. The writer is one of the best informed persons living, on hypnotism, and in compiling the book he has brought to his aid the works of such renowned writers as Baird, Charcot, Luys, etc., the great medical authorities on the subject. Laird & Lee, Chicago, are the publishers.

"The Mystery of the Clasped Hands" is the name of a book by Guy Boothby, published in Colonial cover edition by George Bell & Sons, London. It is an interesting story of a cruel murder for which the wrong man is arrested. The unravelling of the story and the fastening of the crime upon the right man is done in Boothby's best style.

Three new novels have lately been issued from the press of McLeod & Allen, Toronto: "The Missing Hero," by Mrs. Alexander, is a stirring tale of South Africa and of an exiled Englishman there, who is pursued by a relentless enemy with intent to murder him. It is a lively and satisfactory tale. "Granstark: The Story of a Love Behind a Throne," by G. B. McCutcheon, has taken its place among popular sellers. A lovely princess from a small European State is travelling incognita through the United States. She makes the acquaintance of a clever and courageous young American, who, unaware of her identity, follows her to her ancestral palace. From that point to the end of the tale, the reader is simply breathless with excitement. The book is certainly one of the most attractive romances recently published. The third book issued by these publishers is "Clayton Halowell," by Francis W. Prang, and is well illustrated. It is a story of the American War, full of incident and told with considerable power.

Messrs. Oliphant, Anderson & Ferrier, Edinburgh, have recently published "A Handful of Silver," by L. T. Meade. It is a modern love story, the scenes of which are laid in London and continental cities. The book is well bound in cloth, with gold lettering and contains illustrations. "By Adverse Winds" is another from the same publishers, a story of Scotland, which will appeal to all. A third book bound uniformly with the others is "Marjorie Dudingstonne," by W. F. Collier. This is another Scotch story, but it deals with the days of James V., and the clear pictures of life in those times are very pleasant reading. The price of each of these is 2s.

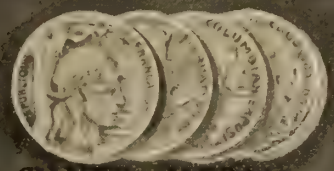
"Odds and Ends" is the name of a nicely printed little family literary magazine which is published by James Wallis & Son, of Yarmouth, N.S. It contains 32 pages of interesting literary matter, book reviews, etc., and is issued at 5c. per copy; 50c. a year.

Thomas Y. Crowell & Co., New York, announce a second edition of "Another Woman's Territory," by "Alien." This powerful novel, which deals wholly with the trials and often unseen tragedies of everyday life, is quietly making its way and is likely before long to take a leading place among the novels of the day.

A large stationery firm of London has made a noted departure in bas relief papeteries. They have adapted the idea to their stationery boxes, and over 100 subjects have already been illustrated, and are in stock. The photos in this form have such a distinctive superiority over the every-day type of embellishment that it is not surprising to hear that wherever the boxes have been shown they have sold readily. The firm have also made arrangements for treating any photo in relief, to order, and there can be no question that in this idea they have found something good, and something the trade will appreciate and welcome. The subjects include types of beauty, animals, character sketches, cathedrals, children, landscapes, etc.—American Stationer.

There are two distinct classes of salesmen, says Graphite, the salesman who is governed by price, and the salesman who is governed by quality. The first calls attention to cheap goods and dilates on the great value that is to be obtained for little money. Such men cannot rise to superior goods and are not the money making men for dealers or manufacturers. The quality salesman never mentions price, he holds forth on quality only, and fully impresses the buyer that he needs the goods; in fact, that they are indispensable. The price is the last thing mentioned, and sometimes the buyer finds he has written the order before he has really asked the price, or, if he did ask it, the clever salesman avoided the question by calling attention to another superiority of his goods. Hypnotism my be a fake with no foundation in fact, but there is something akin to it possessed by some salesmen.

The
WATSON FOSTER CO.
LIMITED
MONTREAL:



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

WE WERE AWARDED
A SILVER MEDAL AT PARIS
LAST SEASON FOR EXCELLENCE
OF DESIGN AND COLORING.

THIS SEASON, IT WILL BE OUR AIM
TO WIN YOUR APPROVAL OF WHAT WE
CLAIM WILL PROVE OUR MOST SUC-
CESSFUL EFFORT TO PRODUCE IN
GREAT VARIETY ALL THAT IS
GOOD AND ARTISTIC IN

WALL PAPERS

WHICH YIELD A PROFIT WHEN
SOLD, AND CONTINUE AN
ADVERTISEMENT
WHEN HUNG.

JUNE, 1901

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of May, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12125 to 12129. New Music by The John Church Co., Cincinnati: Good Night, song; Little Girl, Don't Cry, song: The Two Anchors, song: German song.

12129. Photo of Hon. G. W. Ross. Geo. R. Lancefield, Ottawa.

12131. Isis (intermezzo). By J. F. Morse. Whaley, Royce & Co., Toronto.

12132. Harum Scarum (march and two-step). By L. W. Young. Whaley, Royce & Co., Toronto.

12133. Observations of Henry. By J. K. Jerome. Copp, Clark Co., Toronto.

12134 to 12136. Three paintings by J. W. L. Forster, Toronto: John Wesley: Charles Wesley; Susannah Wesley.

12137. Sirius and Other Stories. By Ellen Thorneycroft Fowler. W. J. Gage & Co., Toronto.

12138. The Private Secretary. By R. N. Lyons. Robert Newton Lyons, Griswold, Man.

12139. Certificat d'Abonnement aux Frais Funéraires. Délivré by H. Bourgie. Entrepreneur de Pompes Funèbres. Henri Bourgie, Montréal.

12140. Sewie: No More Chop Sui for Me. Song. By Hughie Cannon. Whaley, Royce & Co., Toronto.

12141. Soldiers of Fortune. March. By L. V. Gustin. Whaley, Rqyce & Co., Toronto.

12142. Alice of Old Vincennes. Waltzes. Cheridah Simpson. Whaley, Royce & Co., Toronto.

12143. Koksilah River Falls. Vancouver Island. Photo. George Henry Larrigan, Victoria.

12144. Koksilah River Falls, Vancouver Island, North Fall. Photo. George Henry Larrigan, Victoria.

12145. Koksilah River Falls, Vancouver Island. Photo taken at an elevation of 168 feet.) George Henry Larrigan, Victoria.

12146. Niahara Canon Falls on the Esquimalt and Nanaimo Railway, Vancouver Island. Photo. George Henry Larrigan, Victoria.

12147. Travels and Adventures in Canada and the Indian Territories between the years 1760 and 1776. By Alexander Henry, fur trader. New edition, edited with notes, illustrative and biographical. By James Bain. George N. Morang & Co., Toronto.

12148. The Honorable W. G. Falconbridge. Photograph of portrait. E. W. Grier, Toronto.

12149. Mistress Nell. By George C. Hazelton, jr. Copp, Clark Co., Toronto.

12150. Home Work. High School. Arranged by F. F. Manley, M.A. Copp, Clark Co., Toronto.

12153. God's Puppets. By Imogen Clark. W. J. Gage & Co., Toronto.

12154. Exercises in Composition. For second book classes. By S. E. Lang. Copp, Clark Co., Toronto.

12155. Lucy, I Loves You All De Time. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.

12157. The Helmet of Navarre. By Bertha Runkle. Illustrations by André Castaigne. Copp, Clark Co., Toronto.

12159. Chart of the Metric System. E. B. Biggar, Toronto.

12160. Compendium Juris Canonici, Ad Usum Cleri Canadensis, De Personis. Par l'Abbé Joseph N. Gignac, Quebec.

12161. L'Oublié. Par Laure Conan. Publié dans La Revue Canadienne. Droit temporaire d'auteur. Mlle. Félicité Angers, Malbaie, Que.

12162. New Canadian Readers: Primer. 20th century edition. W. J. Gage & Co., Toronto.

12163. New Canadian Readers: First Reader. 20th century edition. W. J. Gage & Co., Toronto.

12164. New Canadian Readers: Second Reader. 20th century edition. W. J. Gage & Co., Toronto.

12165. Battle Songs of the Cross. By John Marchant Whyte, Toronto.

12166. Pauline. By Pansy. Mrs. G. R. Alden. William Briggs, Toronto.

12169. Officers of the Colonial Contingent present at Her Majesty Queen Victoria's Diamond Jubilee, London, 1897. Photographic group. Jeffrey H. Burland, Montreal.

12171. Photographs of the Inner Man. By Professor J. H. P. Brown. Palma. Joseph H. P. Brown, Montreal.

12172. Her Mountain Lover. By Hamlin Garland. Copp, Clark Co., Toronto.

12173. Pro Patria. By Max Pemberton. Copp, Clark Co., Toronto.

12174. Elves and Gnomes. Petite Marche Fantastique. By Reginald de Koven, Op. 163. Church Co., Cincinnati.

12175. Eternal Light. Song. Words by William H. Furniss. Music by Adolph M. Foerster. Church Co., Cincinnati.

12176. The Cadets, Royal Military College, Kingston, Ontario. Photo. J. J. Millikin, Toronto.

12177. The Good Red Earth. By Eden Phillpotts. William Briggs, Toronto.

12178. The Porter of Bagdad. By Archibald Macmechan. George N. Morang & Co., Toronto.

12181. Our Queen. Words by Kit. Music by Caroline A. Westcott. Kingsville, Ont.

12182. The Strollers. March and Two-Step. By A. B. Chasseur. Whaley, Royce & Co., Toronto.

12183. I Love You All. Words and music by Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

12184. She's My Rosemarie. My Auto Girl. Words and music by Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

12185. Boxing Song. Words by George Sidney. Music by Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

12186. Johnnie. March song. Words and music by Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

12187. In Memoriam—South Africa, 1899-1900. Lithograph. Thomas J. Clark, Toronto.

12190. Five Years of My Life. By Alfred Dreyfus. Translated from the French by James Mortimer. George N. Morang & Co., Toronto.

12191. The Nativity. A church oratorio. Words and music by H. J. Stewart. Church Co., Cincinnati.

12192. Poems and Lectures. By P. J. Leitch, Montreal.

12193. A Song of the Four Seasons. Words by Austin Dobson. Music by Samuel Savannah. Church Co., Cincinnati.

12194. Cupid in Arcady. A Pastoral Cantata. Song cycle. Words from the Elizabethan Poets. Music by W. H. Pommer, Op. 15. Church Co., Cincinnati.

12195. Season 1901 Sporting Annual. By Robert Moore. Toronto.

12196. Osmunda. Schottische. For piano. By W. G. Craddock, Brockville.

12197. Lang's Exercises in Composition. No. 5. For advanced classes in high schools. Copp, Clark Co., Toronto.

12198. Game of Cards re Life and Reign of Our Late Beloved Queen Victoria the Good. Amy Lubich, Westmount, Que.

12199. The Victoria Ledger. John Edmund Whiteside, Victoria, B.C.

12200. The Breeder's Dairy. Francis Joseph Audet, Ottawa, Ont.

12202. The Billboard March. By John N. Klohr. Church Co., Cincinnati.

12203. From Coast to Coast. March and two-step. By Mrs. Nellie S. Smith, Toronto, Ont.

12204. Hail! Edward VII. March. For band. By A. W. Hughes. Whaley, Royce & Co., Toronto, Ont.

12206. Love & Company (Limited). By J. Try-Davies and Mary Woolston. J. Try-Davies, Montreal, Que.

12207. Le Livre d'Or (The Golden Book) of the Canadian Contingents in South Africa. By Gaston P. Labat, Montreal, Que.

12208. God's Love Divine. Sacred Song. Words by Albert Sterner. Music by Julian Pascal. Church Co., Cincinnati.

12210. The American Jockey March. By Milt. H. Hall. Church Co., Cincinnati.

12211. The Practice in Oriminal Cases in Certiorari, Habeas Corpus, Appeals, and Proceedings before Magistrates and Justices of the Peace. By Charles Seager, Goderich, Ont.

12212. I Hope You Choke. Words and Music by Bogert and O'Brien. Whaley, Royce & Co., Toronto, Ont.

12213. Sirius. By Ellen Thorneycroft Fowler. W. J. Gage & Co., Toronto, Ont.

12214. The Crisis. By Winston Churchill. With illustrations by Howard Chandler Christy. Copp, Clark Co., Toronto, Ont.

12216. The Maid of Eighteen. Waltz song. Words by R. L. Miller. Music by Herr Carl Wolee. R. L. Miller and Thomas Bailey, Winnipeg, Man.

12218. 1901 Tide Course and Distance Book for Straits of Georgia, Burrard Inlet and Vicinity. Edited by Capt. H. Newcomb, Vancouver, B.C.

12219. The Invincible Eagle. March. By John Philip Sousa. Church Co., Cincinnati.

12221. Souvenir de Ste. Anne de Beaupré. Représentation de l'Eglise. Photo. Ubalde Plourde. Ste. Anne de Beaupré, Que.

12222. The Synoptic Lodge Collector's Register. Charles C. Knott, Toronto, Ont.

INTERIM COPYRIGHTS.

689. The Annual Financial Review. Canadian. July, 1901. W. R. Houston, Toronto.

690. Col. Drury. March. By Kenneth L. MacKinnon, Kingston.

691. Tarry Thou Till I Come: or, Salathiel, The Wandering Jew. By George Croly. William Briggs, Toronto, Ont.

692. Lessons in Kindergarten Music. Hulda W. Westman, Toronto, Ont.

693. Doom Castle. A romance. By Neil Munro. Copp, Clark Co., Toronto, Ont.

Returned to
Staintons Limited
March 9/02



Returned to Stauntons Limited March 9/02

The Bulls and The Bears



The "bulls" and the "bears" of the stock markets have been having a lively tilt of it lately.

All through our sampling this season we've been playing the dual role of "Bulls" on values and "Bears" on prices—crowding up values and qualities—forcing down the prices.

We're starting our travellers away early in July.

The "Staunton" 1902 line of

WALL PAPERS

is the largest range of samples we've put before the trade. New ideas. New colorings. New effects. Just the goods for up-to-date dealers looking for something above the ordinary, and doubly interesting because of the close prices we've made right through the line.

It's the best line we've ever shown.

And you'll say the same of it.

Don't miss seeing the "Staunton" 1902 line.

Staunton's *(LIMITED)*

Toronto

Formerly M. STAUNTON & CO.

BOOK NEWS FROM LONDON.

LONDON, May 29, 1901.

QUEEN VICTORIA'S memory is to be kept green by a birthday book. This will comprise an anthology of sentences spoken or written by Her late Majesty. Mr. Ernest G. Harmer, who has compiled the book, has found quotations which will apply more or less to every day in the year. The publishers, Messrs. Hutchison, are preparing a dozen illustrations for it.

A reprint of all the poems of the Poet Laureates written to or of Her late Majesty is to be published under the title of "Victoria the Wise," by Messrs. Eyre & Spottiswoode.

FOR TOURISTS.

As a companion to their Cathedral Handbooks, Messrs. G. Bell have published "An Itinerary of English Cathedrals for the use of Travellers." This was originally written by Dr. J. G. Gilchrist, of the University of Iowa, and has been revised by the Rev. T. Perkins, rector of Furnworth, Blandford. Dr. Gilchrist's idea was that all travellers landed at Liverpool, so that it was from Liverpool he designed his arrangement of a tour during which all the cathedrals of the country might be visited without wasting time by unnecessary railway travelling. Thus, from Liverpool the visitor was invited to proceed to Manchester, Carlisle, Newcastle, Durham, and so on, round by Canterbury and back. To this new edition Mr. Perkins has prefixed a chapter on English cathedral architecture.

Mr. Barry Pain's "Another Englishwoman's Love Letters" has now entered its fourth edition, and is one of the successes of the moment. Encouraged by its popularity, Mr. Fisher Unwin has undertaken the immediate publication of a little volume called "The Letters of Her Mother to Elizabeth," the author of which will not be announced on the title page.

WRITERS OF FICTION.

Rarely has a novelist the satisfaction of seeing two of his books published together. Such a pleasure is in store for Mr. George Gissing at the end of this month. "By the Ionian Sea" is a narrative of a recent ramble in Southern Italy, in parts which are not frequented by globe-trotters. "Our Friend the Charlatan" is a novel. Both will be published by Messrs. Chapman & Hall.

Sir Walter Besant is improving in health, though very slowly. He has now on hand a large amount of work, what with the "Survey of London" and two new novels. Early in September Messrs. Chatto & Windus will publish his latest novel, "Lady of Lynn." There is also some talk of his writing a volume dealing with North London in the same manner as he has described the City, Westminster, South London, and East London. Each of these books has had a big sale.

NEW NOVELS.

"A Son of Mammon. G. B. Burgin. Long.

"Arrows of the Almighty." Owen Johnson. Macmillan.

"Bitter Fruit." Mrs. Lovett Cameron. Long.

"A Vanished Rival." Bloundelle Burton. Cassell.

"Malicious Fortune." Stella During. Allan.

"The Millionaire Mystery." Fergus Hume. Chatto.

"The Catspaw. B. M. Croker. Chatto.

"Marna's Mutiny." Mrs. Hugh Fraser. Hutchison.

"Wildersmoor." Mrs. C. L. Antrobus. Chatto.

"Prince Charming." Rita. Sando.

"The Grip of the Bookmaker." Percy White. Hutchison.

"A Judas of To-day." Fox Russell. Everett.

OLD-WORLD BOOKBINDING.

THE National Bookbinder speaks of the bookbinding business in different old-world countries as follows: The bookbinding industry is still in its infancy in Southern Austria, books being mostly published in paper covers. In an area of some 30,000 miles probably there are less than 100 bookbinding establishments. The total business amounts to but very little. The work is principally done by hand, and shops where the proprietors employ help are scarce outside of Trieste. Large orders are sent to Vienna. The great majority of bookbinders in Southern Austria confine their attention to the rebinding of old books.

Denmark imports a large amount of book cloth from Great Britain.

There are few countries in the world where so many books are published in paper covers as in France. In England or the United States the stories of Kipling, the poems of Longfellow and most other books are published in cloth covers. In France, on the other hand, the novels of Zola and the tales of Alphonse Daudet appear invariably in paper covers. Leipsic is the centre of book printing and binding in Germany. And book cloth is manufactured by two large firms at Bamberg, Bavaria, and at Gummersbach-on-Rhine.

There is a German factory located at Orefeld, in the lower Rhine district, which manufactures pegamoid. It is an English invention, and the material is made of cotton and certain patented coating, an imitation of embossed leather, which is now coming into extensive use as a material for bookbindings of the higher grades, such as have been hitherto usually done in leather.

In some parts of Greece book cloth is used as shoe lining. The most prominent publishers in Sweden are in Stockholm. A large number of books are bound here in moleskin. Book printing is an important industry in Edinburgh. Many of the books printed in that city are bound and published elsewhere.

Several prominent publishing houses in London have practically all their printing done here. The printed sheets are shipped to London and are bound and issued there. From one-third to one-half of the volumes printed in Edinburgh are bound in London. Nevertheless, the city is the centre of the bookbinding industry of Scotland. There are 46 bookbinders in one county of Edinburgh.

Three or four hundred years ago, and even later still, a curious and most durable binding was made from some kind of pulp, with a peculiar raised or embossed florid ornamentation, generally colored with gold and lazuli. Lazuli is a mineral of fine azure blue color, much valued for ornamental work. The style was chaste and fascinating.

Mr. James Hannay, the veteran historian of "Acadia" and the biographer of Sir Leonard Tilley, will shortly issue his "History of the War of 1812," a work on which he has been engaged for years. Mr. Hannay's book will be eagerly sought by every possessor of a Canadian collection.

A new tablet has been brought out by a London house, with moveable letters so that show cards can be produced in a minute. The appliance, it is claimed, will last four years and can be altered as often as desired. The letters are in 1 in. and 1½ in. lengths, and are attached to the tablet by gilt pins. This will likely prove a success in the trade.

INDEX TO ADVERTISEMENTS.

page.

Barber & Bros., Wm. 1
Barber & Ellis Co., Limited 17
Briggs, William 9
Brown Bros., Limited 1, 17
Buntin, Gillies & Co. ..... Outside back cover
Burge, Warren & Ridgley 1
Castell Bros., Limited ..... Outside back cover
Confederation Life Association. . Outside back cover
Copp, Clark Co., Limited, The 2, 9
Curry, George 1
Desbarats Advertising Agency 17
Gage & Co., Limited, W. J. 11, 15
Gillott, Joseph 17
Hyde & Co. 18
Kelk, F. & E. W. 7
Levy & Co. 1
Lyman, Henry L. 19
Morang & Co., Geo. N. 1
Morton, Phillips & Co. 1
Nerlich & Co. 19
Payson's Indelible Ink 17
Pirie & Sons, Limited, Alex. 17
Publishers' Syndicate, Limited, The 7
Revell Co., Fleming H. 7
Roberts' Advertising Agency 1
Standard Crayon Co. ..... Outside front cover
Stauntons, Limited 23
Turkish Steel Pen Co. 17
United States Playing Card Co. 19
Watson, Foster Co., Limited, The 21
Warwick Bros. & Rutter .... Inside front cover, 17
Western Assurance Co. 1

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

The Canadian Grocer.

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

Hardware and Metal.

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

The Dry Goods Review.

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

The Military Gazette.

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

The Printer and Publisher.

Official organ of the Canadian Press Association and The Employing Printers' Association.

The Bookseller and Stationer.

The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co. LIMITED

MONTREAL and TORONTO.

EXAMINATION FOOLSCAP

Complete stock of all qualities at lowest prices.

Our New Papeteries

REGAL COURT
YORK
ROYAL DUCHESS
KENT
ROYALE
PYRRHA

Buntin, Gillies & Co., HAMILTON

Montreal Office:
21 Mechanics' Building,
St. James Street.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE. - TORONTO.

Castell Brothers

LIMITED

Wholesale Stationers,

LONDON, ENGLAND,

Desire to inform the Canadian trade that

Plashwater Weir Mill

registered as a trade mark for writing paper in Canada is their property.

Castell Brothers will institute legal proceedings against any firms, whether wholesalers or retailers, who infringe their rights by supplying paper with this title not emanating from their establishment. For the time being there is no Wholesale Agent appointed for the sale of this paper in Canada—it can at present only be procured from

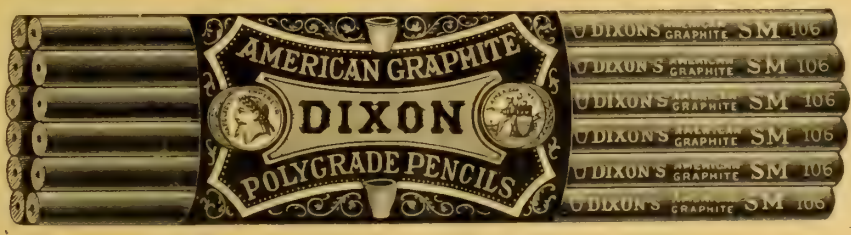
Castell Brothers Limited,

LONDON, ENGLAND.

SAMPLES AND PRICES SENT ON APPLICATION.

BOOKSELLER AND STATIONER

JULY



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

BOOKS, STATIONERY

FANCY GOODS ETC.

THE McLEAN PUBLISHING CO
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A.H. HOWARD - DESIGNER

School Opening

SEPTEMBER

1901

DEALERS who have had the opportunity of seeing our new series of SCHOOL BLANKS have shown their marked appreciation of the new and beautiful cover designs by the large size orders they have placed for the different lines. You will be amply repaid by withholding orders until you see our samples.

Our travellers will call in time for early delivery.
Samples mailed on application.

Warwick Bro's & Rutter

Manufacturing Stationers

TORONTO

Standard Commercial Works.

Matte's Interest Tables,

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent. inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ¼ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 11¾ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $1.00

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $1.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 16 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

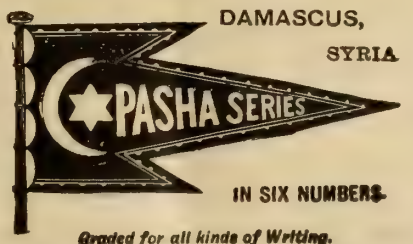
The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS, Limited, of Toronto, carry a full line of our publications in stock.

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

ALEX. PIRIE & SONS
LIMITED

PAPERMAKERS

MILLS
ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of the world. A special feature is the manufacture of

MOURNING STATIONERY AND PAPETERIES

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

WESTERN
Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-Presiden
C. C. Foster, Secretary.

'GRAND PRIX," PARIS, 1900. The highest possible Award.

JOSEPH GILLOTT'S

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

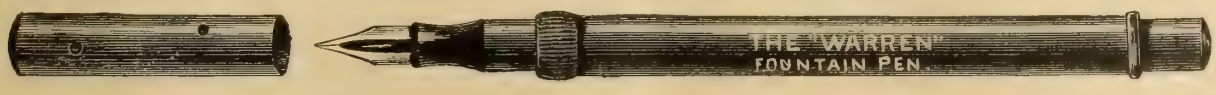
PENS

We are the oldest Manufacturers of : :

STYLO. AND FOUNTAIN PENS

in Great Britain.

Have been over 20 years in the line and should know something about it.
We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.
To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.
If our patterns are not right for your market, we will make up any style or size to suit requirements.
This is a good seller (retails at 5s. in England).



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 60 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, **LONDON, E.C., ENG.**

Print Talk

Or Advertising

Brings to your notice from time to time the various lines in which you are interested, to the mutual benefit of the BUYER and SELLER.

By means of advertising, and in other ways, we endeavor to keep the Trade informed about New and Seasonable Goods.

Our Travellers will talk to you

during the next few weeks

ABOUT

School Supplies

AND

will take pleasure in showing you

THE

Finest Line

OF

Scribbling Books

AND

Exercise Books

ever issued.

Wait and See Them.

Bainbridge American Crepe Tissue

45 Art Shades.

7-foot rolls of great elasticity.

Per Roll, 6½ cents. Per 100, $5.75.

DOMINION OFFICE DIARIES

FOR 1902

Now Ready. Send for List.

THE COPP, CLARK COMPANY, LIMITED

64-66 Front Street West, Toronto.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, JULY, 1901. No. 7.

TOPICS OF TRADE INTEREST.

FOR a long time, it has been understood in the trade that if the owner of a British copyright desired to prevent the importation into Canada of foreign reprints, he must copyright the book in Canada. This was the decision in the celebrated case of Smiles v. Belford, in 1877. This, however, is not the present position of the law, and the history of the change is interesting. The Imperial Copyright Act of 1842 prohibits the importation of foreign reprints into a British possession, but in 1847, The Colonial Copyright Act was passed, which authorized Her Majesty, in case the Legislature in any Possession should be disposed to make due provision for securing or protecting the rights of British authors in such Possession, and should pass an Act for that purpose, to express Her Royal approval of the Act, and thereupon to issue an Order-in-Council, declaring that so long as the provisions of the Act continued in force within the colony, the prohibitions against the importation of foreign reprints should be suspended so far as regards such colony.

NEW LIGHT ON THE BRITISH COPYRIGHT ACT.

In 1868, the Parliament of Canada placed itself under the provisions of this Act, which Her Majesty by order of the Privy Council approved, and the prohibitory clauses of the Act of 1842 were suspended so long as the provisions of the Canadian Act continued in force within Canada. The protection which the Canadian Act afforded was the imposition of a duty of 12 1-2 per cent. ad valorem for the benefit of copyright holders over and above the revenue duties payable. On the revision of the Statutes of Canada in 1886, the Act of 1868 was treated by the revisers as having been superseded by the National Policy Tariff Act, and was recommended for repeal, and accordingly, in the repealing schedule, the Act of 1868 was repealed. It is curious to learn that, notwithstanding the repeal of the Act of 1868, the Government of Canada still continued the collection of the 12 1-2 ad valorem duty imposed by the Customs Act, and without any authority whatever, went on remitting the collections to England for the benefit of copyright holders.

The Tariff Customs Act of 1894 provided that the collection of the 12 1-2 per cent. was to cease on the 22nd of July, 1895.* The effect of the repeal at the revision of 1886 of the Act of 1868 and the abandonment in 1895 of the collection of the 12 1-2 per cent. ad valorem for the benefit of the owners of British copyrights, revived the provisions of the Imperial Act of 1842, prohibiting the importation of foreign reprints, for the Imperial Act of 1847 and the order of the Queen in Council under which the prohibitions contained in the Act of 1842 were suspended, only provided for such suspension so long as the provisions of the Act of 1868 under which the 12 1-2 per cent. was collected, continued in force within Canada.

It has recently been held by Mr. Justice Robertson, in the case of Morang v. The Publishers' Syndicate, that the effect of this legislation has been that the owner of a British copyright is entitled without copyright in Canada to prohibit the importation of foreign reprints into Canada. Acting upon this decision, Messrs. A. & C. Black, of Edinburgh, have recently obtained an injunction restraining the importation into Canada of foreign reprints of the Encyclopaedia Britannica.

The trade in Summer books showed a steady increase with the influx of tourists who come in greater numbers to Canada every year. As noted elsewhere, some dealers attract the attention of passing visitors by signs in the windows stating that the Canadian editions of new copyright fiction are cheaper than they are in other countries. Local organizations in various parts of Canada are working every season to attract more visitors from abroad. No branch of trade will benefit more from this movement than books and stationery. Meantime, Summer sales of books steadily expand. The Canadian editions have driven out the colonial editions to a considerable extent. The reason is that many of the colonial editions are published more in accord with English conceptions of what colonial tastes should be than what they actually are. In the next place, books by authors not well known are hard to sell. Nearly all the novels by famous writers appear in Canadian editions. In consequence some dealers report that they cannot sell the colonials except at greatly reduced prices, even as low as 25c. for a 75c. paper edition. The English publishers, in some cases, finding that their colonials do not sell as of yore offer them at reduced prices. But as far as fiction is concerned in this market, it is doubtful if revival of colonials can be effected for the reasons already stated.

FEATURES OF THE BOOK TRADE.

As will be seen in our list of June copyrights, the Canadian publishers of the "Boy's Own," "Girl's Own" and "Leisure Hour," Warwick Bros. & Rutter, have copyrighted in Canada certain continued stories in these periodicals which appear serially in this country. These novels are by noted writers, and the registration of copyright is doubtless intended to exclude other editions of them. The titles are "Mary Lindsay's Trial," by Jean A. Owens, and "Something Like a Snake," by G. Manville Fenn. On all these questions of copyright we have one and the same advice to give the trade: Respect all registered claims, leaving law costs to those who have money to throw away on them. We admit that the Canadian copyright law

COPYRIGHT SERIALS.

*This was the result of the differences regarding copyright legislation between the English and Canadian Governments.

is not clear and that it ought to be improved, but pending improvement, the wisest and safest plan for booksellers is to keep a list of copyrights and add to it, from time to time. Then only handle the copyright editions of these books. Refer to it when necessary so as to refresh the memory. By this means all litigation and unpleasant controversy may be avoided. Some dealer may believe in "free trade" in books, and when a cheap edition is offered him (for which there is a sale while the dearer book could not be handled) may say to himself: "This copyright business is vexatious and unjust; why am I not allowed to sell any books my customers want?" The only answer is that a copyright law is in force in every civilized country; that property in books is as clearly recognized as property in land; and that the wise man observes the law unless he intends to devote time, energy and money to change it.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of June, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12223. An Investment of Safety and Profit, June, 1901. The Standard Loan Co., Toronto. Book. Wilfrid Servington Dinnick, Toronto.

12224. Historical Souvenir Ontario Legislative Assembly at the Beginning of the 20th Century. Photo-engraving. B. F. Johnston, Toronto.

12225. Queen Victoria. Crayon portrait. Henry Jones de Bouillon, Toronto.

12226. The Early Trading Companies of New France. By H. P. Biggar, B.A., B. Litt. Oxon. The Librarian of the University of Toronto.

12227. Manuel de Comptabilité Pratique. Par R. Goltman. Robert Goltman, Montreal.

12228. Sunrise on Mount Baker. Photo. O. C. Hastings, Victoria.

12230. Colonel Drury March. By. K. L. MacKinnon. Kenneth L. MacKinnon, Kingston.

12231. Your Own Lawyer and Conveyancer: Digest of Canadian Laws. Edited and published by W. H. Anger, B.A., Toronto.

12237. The Abandoned Farmer. By Sydney H. Preston. Copp, Clàrk Co., Toronto.

12238. Love in May. Words by Ella Higginson. Music by Horatio Parker, Op. 51. No. 1. Church Co., Cincinnati.

12239. June Night. Words by Ella Higginson. Music by Horatio Parker, Op. 51. No. 2 Church Co., Cincinnati.

12240. A Spinning Song. Words by Isabella G. Parker. Music by Horatio Parker, Op. 51. No. 3. Church Co., Cincinnati.

12241. At Twilight. Words by Editha Ashman Baker. Music by Horatio Parker, Op. 51. No. 4. Church Co., Cincinnati.

12242. Lenore, My Own Lenore. Words by James O'Dea. Music by Alfred Solman. Whaley, Royce & Co., Toronto.

12243. Catch It. Photograph of picture. W. H. Davis, Montreal.

12244. Souvenir. March and Two Step. By H. W. Arthurs. W. H. Hodgins, Toronto.

12247. Gage's 20th Century Series: Elementary English Grammar for use in Canadian Schools. By D. J. Goggin, M.A., D.C.L. W. J. Gage & Co., Toronto.

12249. Sylvan Ontario: A Guide to Our Native Trees and Shrubs. By W. H. Muldrew, B.A., D. Paed. Gravenhurst, Ont.

12250. Doom Castle. A Romance. By Neil Munro. Copp, Clark Co., Toronto.

12251. Canadian Essays: Critical and Historical. By Thomas O'Hagan, M.A., Ph. D., Paisley, Ont.

12252. The Port of Quebec: Its Annals, 1535-1900. By Sir James McPherson LeMoine, Quebec.

12253. A Clean Heart. Sacred Song. Words by Rev. Walter C. Smith. Music by Fred. H. Byshe. J. L. Orme & Son, Ottawa.

12254. The Olympics from Victoria. Photo. Edgar Fleming, Victoria.

12255. History of the War of 1812 between Great Britain and the United States of America. By James Hannay, D.C.L., St. John.

12256. Creation. Book. By Rev. Donald Sutherland, Gabarus, N.S.

12257. Pine Lake. A Story of Northern Ontario. By Millie Magwood. William Briggs, Toronto.

12258. Twentieth Century Cyclists' Record and Road Guide of Ontario, with map. Edited by William J. Chapman and Wilbert E. Burke, Hamilton.

12259. Mary Lindsay's Trial. By Jean A. Owen. Book. Warwick Bros. & Rutter, Toronto.

12260. Something Like a Snake. By G. Manville Fenn. Book. Warwick Bros. & Rutter, Toronto.

12261. Flipity Flop. March—Two-step. By L. H. Dougherty. Whaley, Royce & Co., Toronto.

12262. My Little Black Fairy. Words and music by Neil O'Brien. Whaley, Royce & Co., Toronto.

12262. Le Droit Civil Canadien. Basé sur les Répétitions Ecrites sur le Code Civil de Frederic Mourlon; avec Revue de la Jurisprudence de Nos Tribunaux. Par P. B. Mignault, C.R. Tome V. Camille Théoret, Montréal.

12264. Manuel de Droit International Public et Privé. Ouvrage basé sur Le Droit International de Charles Cavo, et contenant les Dispositions du Code Civil de la Province de Québec et des Statuts Impériaux et Fédéraux applicables à la matière. Par Mathieu A. Bernard. Camille Théoret, Montréal.

12265 to 12269. Arithmetic for the Grades. Books IV., V., VI., VII., VIII. Authorized by the Advisory Board for Manitoba. Copp, Clark Co., Toronto.

12270. La Lisonjera. L'Engoleuse. The Flatterer. Pour piano, par C. Cheminade. G. Ricordi & Co., London, Eng.

12271. Panoramic View of the City of Vancouver. Photo. Wadds Bros., Vancouver.

12272. Thou Wast That All To Me. Song for Bass. Words by Edgar Allen Poe. Music by Oscar Franklin Comstock. Op. 6. Church Co., Cincinnati.

12273. Love's Way. Song. Music by William R. Spence. Church Co., Cincinnati.

12274. The Secret. Song. By John Prindle Scott. Church Co., Cincinnati.

12275. La Langue Française au Canada. Conférence lue devant l'Union Catholique de Montréal, le 10 mars, 1901, par J. P. Tardivel. Alphonse Leclaire, Montréal.

12276. The Weekly Table of Wages. La Table des Gages de la Semaine. By Edmond Quevillon, Montreal.

12277. The North Land School. By Geo. M. Weardale. Book. Hunter, Rose Co., Toronto.

12278. Combination Photograph of Citizens Past and Present of the Town of Cornwall. Nathan Moore, Cornwall.

12279. Eben Holden. A Tale of the North Country. By Irving Bacheller. William Briggs, Toronto.

12280. Tarry Thou Till I Come; or Salathiel, The Wandering Jew. By George Croly. Introductory letter by Gen. Lew Wallace. Illustrations by T. de Thulstrup. William Briggs, Toronto.

12281. Grand Slow March. By William Allen, Doc. Mus. Minnie Allen, Smith's Falls, Ont.

12282. Pocket Timetables. Railroads. Corrected June 2, 1901. Folder. Lindsay Bros., London, Ont.

12283. Salute to Buffalo. March for band. By A. W. Hughes. Whaley, Royce & Co., Toronto.

12284. Her Rose. Song. Words and Music by Gerrit Smith. Church Co., Cincinnati.

12285. Manuel de la Parole. Par Adiutor Rivard, A.B., LL.B., Avocat. Première Partie: Traité de Prononciation. Adjuror Rivard, Québec.

12286. Klootchman and Child. Photo. Edwards Bros., Vancouver.

12287. Christ Nailed to the Cross—Sechelt Indians. Photo. Edwards Bros., Vancouver.

12288. Christ on Cavalry — Sechelt Indians. Photo. Edwards Bros., Vancouver.

12289. Canadian Summer Resort Guide. Eighth Annual Edition. Edited and Published by Frederick Smily, Toronto.

INTERIM COPYRIGHTS.

695. The New Century Perfect Indexing System: The Bible Companion: Rev. James P. Rice, Blenheim, Ont.

696. The New Century Perfect Indexing System: Index. Rev. James P. Rice, Blenheim, Ont.

697. The Buyers' Free Fire and Life Insurance Certificate. Alphonse Gélinas, Ste. Anne de la Pérade, Que.

698. Chart No. 1. River St. Lawrence. By Thomas John Craig, Toronto.

699. Chart No. 2. River St. Lawrence. By Thomas John Craig, Toronto.

700. Ethier's Great Non Such Self-Instructor in the Art of Accompanying by Ear written with and without Music Notation. By Joseph Alexandre Ethier, Montreal.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL - - - - - - 232 McGill Street, Telephone 1255.
TORONTO - - - - - - 10 Front Street East, Telephone 2148,
LONDON, ENG. - - - - 109 Fleet Street, E.C., W. H. Miln.
MANCHESTER, ENG. - - - 18 St Ann Street, H. S. Ashburner.
WINNIPEG - - - - Western Canada Block, J. J. Roberts.
ST. JOHN, N. B. - - - No. 3 Market Wharf, I. Hunter White,
NEW YORK. - - - - - - 176 E. 88th Street.

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address { Adscript, London. Adscript, Canada.

BOOKS AND PERIODICALS.

WM. BRIGGS' LIST. W. A. Fraser's new animal story, "The Outcasts," will be published in book form early in the coming Autumn. Mr. Arthur Heming is at work on a series of illustrations which give promise of being the best he has yet turned out. The splendid impression made by "Mooswa" will have provided a large constituency of readers for this next venture.

A Canadian edition of Frank T. Bullen's "With Christ at Sea" will be published during the present month.

Joseph Hocking's new story, "David Baring," will appear shortly in a Canadian edition.

The reviews of Eden Phillpotts' "The Good Red Earth" are most appreciative. The story gives its writer a new standing in literature. He is hailed in some quarters as the successor to Blackmore.

The punctilious critic may complain that Dr. O'Hagan is careful to scan only the merits of our Canadian poets, and is serenely oblivious to their faults or shortcomings; but be this as it may, he has at all events gathered into the opening papers in his "Canadian Essays" much interesting matter relating to Canadian writers. There are plenty who criticize, and enough in all truth to belittle or ignore our poets. A writer in the last number of The Queen's Quarterly takes a half-score of pages to demonstrate that Archibald Lampman was practically a failure as a poet. The highest praise he has for this gifted singer is that he is the "least futile" of our Canadian poets. So that when there is abundant effort to keep our writers from getting the "swelled head," an occasional kindly and encouraging word such as Dr. O'Hagan utters in these essays can do no serious harm. The book trade should bring this useful little volume before their customers—particularly those interested in Canadian literature.

The finest work of its kind that has yet been written undoubtedly is Professor McCurdy's "History, Prophecy and the Monuments," the third and concluding volume of which has just been published in New York and London by Macmillan & Co., and in Canada by William Briggs. Dr. McCurdy is Professor of Oriental Languages in the University of Toronto, and is not only a scholar of distinguished attainments, but a gifted writer as well. His "Life of Rev. D. J. Macdonnell" is an excellent piece of biographical work. The work, however, which he has just completed will give Dr. McCurdy's name a permanent place in literature, and add lustre to the annals of his country.

GAGE & CO.'S LIST. W. J. Gage & Co. have just issued a tasty little catalogue of their new fiction for Summer reading. This does not include all their recent publications, but contains a select list of popular novels that one can always recommend with confidence as being entertaining, a special feature for Summer reading. Such popular books as "God's Puppets" and "Joscelyn Cheshire," that are now having a large sale, and some books to be issued this month which will doubtless prove equally popular, appear.

A radical and pleasing change of plot from the modern novel is Frederick Adam's new book, "The Kidnapped Millionaires." By an ingenious scheme a special correspondent kidnaps six multi-millionaires, maroons them on the Mexican Coast and throws Wall street into a panic. In the development of the story, Mr. Adams accomplishes the rare feat of blending highly dramatic situations with threads of humor, love and philosophy in a narrative of real power and interest. Mr. J. P. Dunne (Mr. Dooley) having read an advance copy, said: "'The Kidnapped Millionaires' is a story ingenious in conception and brilliant in execution. There is no lapse of interest, the situations are natural, but dramatic, and the humor genuine." Geo. Ade, author of "Fables in Slang," says: "There is not a dull paragraph in the 500 pages of 'The Kidnapped Millionaires.'"

"Heart and Soul" is the title of a strongly dramatic novel by Henrietta Dana Skinner, author of "Espiritu Santo." The story commences on the borders of Windsor and Detroit and a bright and vivid account is given of the gay social life of the early fifties. Financial intrigues become curiously mixed in the hero's love affairs, and the various entanglements cause the scene to shift to Paris, New York and the Southern States and furnish material for a very original plot, the unravelling of which will hold the reader's attention to the end.

The extract from the review of the Manchester Guardian, which says, "Much refreshing plain speech and no dull pages are contained in 'Tangled Trinities,' explains the plot of this story, whose title is taken from one of Rudyard Kipling's lesser-known stanzas. The book has caused considerable discussion in England, and is well received."

It is pleasing to note that such a good story as "God's Puppets" is being appreciated here. The report from the Toronto Public Library states that it is the most popular novel of the day.

Miss Fowler's new volume of fiction, "Sirius," is among the six leading books in England, and is having quite a run here.

"Etidorhpa," or "The End of the Earth," is a title which prepares us for something decidedly new in the book line. This is John Uri Lloyd's story of a strange being, and the account of a remarkable journey. The book is a scientific romance by the author of "Stringtown on the Pike," a story whose sales have already exceeded 50,000 copies. W. J. Gage & Co., will shortly issue "Etidorhpa".

THE COPP, CLARK CO.'S LIST. The remarkable success of "The Crisis," Winston Churchhill's new novel, is a strong feature of the book trade in Canada and the United States. The Canadian publishers are just going to press with their third edition. To account for the popularity of the book in Canada, one has only to remember, in addition to the qualities of humor, style and incident, that Canadians always took a keen interest in the Civil War and that Lincoln, who is so faithfully portrayed in this novel, has many admirers in this country.

The other notable seller in this publishers' list, the "Helmet of Navarre," has likewise achieved a marked success. In point of intense interest few of the present-day romances can equal it.

Of new books, that is very new ones, issued by the Copp, Clark Co., "Doom Castle," by Neil Munro, appeared July 1 and is a Highland romance of characteristic strength and picturesqueness. Crockett's new novel, "Cinderella," is a Scotch story of the present day like the same author's favorite "The Lilac Sun Bonnet." This book is announced for July 5. A third work of fiction, to be ready July 15, is called "When a Witch is Young" and is a story of Massachusetts in the 17th Century during British rule. The author is a well-known writer who adopts the peculiar pseudonym of "4-19-69."

Concerning recent issues from the same press, a word should be said for "Mistress Nell: A Merry Tale of a Merry Time," a wholly charming picture of the wicked ways

THE LEADING BOOK OF THE YEAR.

—— JUST ISSUED ——

The Canadian Contingents AND Canadian Imperialism

A Story and a Study, by W. Sanford Evans.

This remarkable book has already achieved a pronounced success in England, where it has just been published. The scholarly treatment in it of the question of Imperialism has caused it to rank as the leading and only colonial authority on the subject, while it is universally admitted to be the clearest and ablest work yet issued dealing with the part taken by this country in the Boer War. The quotations from reviews printed elsewhere in this number are well worth studying.

With numerous illustrations from photographs, several valuable maps, and a frontispiece portrait of Sir Wilfrid Laurier.

LARGE CROWN 8vo, CLOTH ONLY. Price $1.50. LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited, 7 and 9 King Street East, TORONTO.

of Charles II.'s Court, the monarch of whom Rochester said :

> Here lies our Sovereign Lord the King,
> Whose word no man relies on ;
> Who never said a foolish thing,
> And never did a wise one.

The narrative is refined, vivacious and witty, and it possesses all the "go" of the stage-play on which the author based it.

"The Abandoned Farmer," Sydney Preston's amusing story, is in good demand. It is a typical Summer book. The humor is bright and natural.

The "Life of Queen Victoria," by Richard Holmes, librarian of the Royal library at Windsor Castle, has a stronger claim upon the average reader than more pretentious and gaudily-illustrated works. Being accurate and authentic, it makes a suitable gift, since its value is permanent. The dealer should impress this fact on buyers. The demand for the last Quarterly Review, containing the article on the Queen, was based largely on the belief that it was written from inside knowledge. The same is true of Holmes' Life.

PUBLISHERS' SYNDICATE BOOKS.

No book by a Canadian author published in recent years has created so deep an impression in England as the work just published, by Mr. W. Sanford Evans, entitled "The Canadian Contingents and Canadian Imperialism," the Canadian edition of which is now being placed on the market by The Publishers' Syndicate, Limited, Toronto. Canadian literature has certainly been greatly enriched by the production of this work, which treats of the Imperial problem in a manner so clear, so fair and so comprehensive as to have attracted the immediate attention of political authorities both in Great Britain and in this country. It is not the purpose here to review this book, but simply to quote from some of the leading journals which have dealt with its treatment of the subject, with a view to showing the recognition which it has already received. In a commendatory article, The Daily Telegraph says that "Mr. Sanford Evans has written an important, as well as a very interesting, book," and describes his proposals as "well worthy of discussion." The Manchester Guardian says that "Mr. Evans' study of the Imperialistic movement in Canada during the last two years is the most closely reasoned that we have seen. * * * This is a book that all interested in the relation of England to the colonies should read." The Scotsman says : "This book is at once an admirable narrative of great events and a thoughtful study of important colonial problems." The Dundee Advertiser says that "Mr. Evans' volume must be described as one of the best Imperialistic and the most satisfying in all the literature of the war."

In a column editorial, The Liverpool Post "advises all interested in the question of Imperial cooperation to study it as it is moderately and judiciously presented by Mr. Evans." The Pilot describes the volume as "a timely warning that the worst enemy of Imperial Federation is the Imperialist in a hurry." The Country Gentleman commends the "clearness, the logical method and the obvious determination to weigh everything in the balance with scrupulous care" which characterize the work, while The Glasgow Daily Mail uses the facts presented as a text to urge caution on the British Government in its dealings with the colonies in the Imperialistic propaganda.

No less genuine and serious are the tributes paid to Mr. Evans' book by the Canadian journals whose reviews have so far been published, and it may be taken for granted that it will be widely commented on by the Canadian press in the future. Mr. Evans' admirable volume is assured of a high place in the library of Canadian literature, while it should also have a large and steady circulation in every Province of the Dominion.

THE OCTOPUS. The Epic of the Wheat.

By FRANK NORRIS.

The fight of the wheat growers of California with the railway.

The Montreal Gazette says: "This is one of the ablest novels of recent years."

Cloth, $1.50; - - Paper, 75c.

Dreyfus' own account of his imprisonment.

FIVE YEARS OF MY LIFE. Illustrated with Engravings and Diagrams.

"No man can read these reiterated cries of innocence and misery without a pang."—London, Eng., Spectator.

Cloth, $1.50; - - Paper, 75c.

SHIFTING SCENES.

Recollections of many men in many lands. By the **Right Hon. Sir Edward Malet, G.C.B., G.C.M.G.** Some time H.B.M. Ambassador to Germany.

"A clever, genial and amusing book."—Standard.

"The book throughout is a masterpiece of genial autobiography."—Literature.

Cloth, - - - $1.50.

George N. Morang & Company

90 Wellington St. W., TORONTO.

REMOVAL.

Fleming H. Revell Company

have removed to
NEW, LARGE and COMMODIOUS PREMISES at

25-27 RICHMOND ST. WEST

(BOOKSELLERS' ROW)

where we will have much better facilities for attending to the wants of our customers than in our former quarters. We are making this move in order to give more attention to our Wholesale and Publishing business, and orders from

THE TRADE

will receive special attention. A call from any member of the trade when in Toronto will be appreciated.

Fleming H. Revell Company.

JAMES I. ANDERSON,
. . Manager.

Also at CHICAGO and NEW YORK.

IF YOU WANT TO MAKE QUICK SALES, HANDLE

THE COPP, CLARK CO.'S PUBLICATIONS :--

THE CRISIS
By Winston Churchill.
200,000 copies already sold.

THE HELMET OF NAVARRE
By Bertha Runkle.
"The Literary Success of the hour."—Toronto Globe.

CINDERELLA
The new Crockett novel. A pretty love story.

PRO PATRIA
By Max Pemberton.
"One of the most thrilling and powerful of recent novels."—St. John's Herald.

MISTRESS NELL
By George C. Hazelton, Jr.
"A remarkable book."—Toronto Star.

DOOM CASTLE
By Neil Munro.
An adventurous tale of a haunted castle.

THE ABANDONED FARMER
By Sydney H. Preston.
"A vivacious and delightfully droll story."—Toronto Globe.

THE OBSERVATIONS OF HENRY
By Jerome K. Jerome.
"Inimitable and entertaining." — Toronto News.

WHEN A WITCH IS YOUNG
By 4—19—69.
A prominent writer who wishes to conceal his identity.

RETAIL PRICE OF EACH OF THE ABOVE: PAPER, 75 CENTS; CLOTH, $1.25.

The Copp, Clark Co., Limited

Publishers - TORONTO.

BOOKS AND PERIODICALS—Continued.

MORANG & CO.'S BOOKS.

"The Great Boer War," by Conan Doyle, was an immensely successful book when brought out in cloth cover, and now Mr. Morang has just issued the first paper-covered edition, for which a renewed demand will probably spring up.

The edition of James Bain's "Travels and Adventures of Alexander Henry" was limited to 700 copies, of which American firms bought 250. These they sold out and ordered more, which brings the edition down to a very small one. This book is likely to become a much more valuable one very soon, as no more copies will be printed. The publishers have reserved the right to increase the price at any time without notice, and as soon as only 100 copies remain the price, now $3.50, will be increased to $5.

Advance orders for Hall Caine's "Eternal City" are coming in rapidly, and indications point to a sale equal to that of "The Christian," also published by Morang & Co.

"The Visits of Elizabeth" still continues a popular favorite. Brisk, sparkling and unconventional, it makes an ideal Summer book.

BEST SELLING MUSIC.

Messrs. Whaley, Royce & Co., Limited, report the following to be the six best selling pieces of music :

1. "Good-Bye, Dolly Gray" ; song, by Paul Barnes.

2. "Are You a Buffalo?" ; song, by Harry Von Tilzer.

3. "His Majesty the King" ; song, by Edward St. Quentin.

4. "In a Garden of Roses" ; waltz, by Arthur Wellesley.

5. "The Strollers" ; march and two-step, by A. B. Chasseur.

6. "The Rosedale" ; three-step, by Arthur Wellesley.

The Anglo-Canadian Music Publishers' Association, Limited, find these to sell best :

1. "Violets" ; song, by Ellen Wright.

2. "Come, Sweet Morning" ; song, by "A. L."

3. "Heavenly Promise" ; song, by Collingwood.

4. "Lady Ursula" ; intermezzo, by Therese.

5. "Spanish Dance" ; piano, by Sarakowski.

6. "Mazurka Naturaliste" ; piano, by L. Ganne.

NOTES FROM THE WEST.

Winnipeg, June 29, 1901.

WINNIPEG has been quite revelling in visits from journalists and authors during the leafy month of June. First to arrive and longest to tarry was Mrs. Jean Blewett, who came as the guest of Mrs. Leonard, wife of the new superintendent of the C.P.R. As Mrs. Leonard was herself a stranger and not sufficiently settled to receive formally, the courtesies and attentions to Mrs. Blewett were necessarily of a somewhat informal character, but were none the less hearty and perhaps also she enjoyed them more on that account. It is always a great pleasure to meet face to face the author of words that have the power to help and inspire and this is particularly true of Mrs. Blewett.

After five minutes' conversation it seems the most natural thing in the world that she should have written "Heart Songs." Strength and sweetness are in her personified. Speaking of her first impressions of the West, she said, in effect : "God must have something very wonderful in view for this country, it is planned on so grand a scale, there is so much room." All who have read "My Canada" will hope that to her poet's vision she may add the prophet's tongue of flame, and proclaim to us something at least of the possible future of the West, some verse that will ring in our ears and stimulate our hearts to purer patriotism for

"For this our country, strong and broad and grand."

Another visitor of note was Mr. Bernard McEvoy, the author of "Away from Newspaperdom," who is making a trip partly for pleasure and partly for business through to the Pacific Coast. In addition to the serial letters in The Mail and Empire, which will help Eastern Canada to better comprehend the West, Mr. McEvoy is also writing similar articles for several English papers, and, in addition, is introducing "The Monthly Review," the new magazine for intelligent Canadians. It is a positive pleasure to look at anything so well gotten up in every particular to say nothing of the value of the letterpress.

The book trade has been active during the month, and purchases have been chiefly along the line of fiction, as becomes the hot weather. Jerome's "The Observations of Henry," have been and are popular, as, in fact, Jerome's humor always has been in the West. Every sketch is a gem, but perhaps the best is the scene of the old lady when the maid opens the basket and discloses a well-grown infant instead of the pup she was taking to the dog show.

"The Helmet of Navarre" has been very popular and Miss Runkle may safely count on a Manitoba audience for any future work she may do, the general verdict being that once having taken up the book it was impossible to lay it down until it was finished.

"Lords of the North" shows a very considerably revived sale, especially to Summer tourists. "God's Puppets" has been a fair success here, and sales are increasing. The description of the Dutch minister's garden and the old pastor going to visit his church in the dead of night, and returning to find on his table the cruel sign of dismissal are wonderful bits of word-painting.

"In the Palace of the King" has found many admiresrs, but the book that is meeting with the largest sale is "The Crisis," by Winston Churchill. The many admirers of "Richard Carvel" are loud in their praises of the book.

A book of a different type is Croly's "Tarry Thou Till I Come," with its introduction by Gen. Lew Wallace. It is called for in cloth only as it is pre-eminently a book to read and keep.

E. C. H.

EARLY CLOSING.

THE practice of early closing is growing among all classes of merchants, and stationers have been among the foremost in the movement. There is no doubt as to the beneficial results of closing early at night to both the merchant and his assistants. Especially in these long, warm Summer evenings is it most desirable to allow the clerks to get out into the open air, away from their daily surroundings, and obtain that change and recreation which will make them all the better workmen in the morning.

The employer, too, can take the evenings off with profit. Summer is comparatively a dull season for the stationer ; and though there may be exceptions, due to certain localities or particular class of trade, it is very questionable whether the cost of keeping open at night is covered by the amount of business done at that time.

In many of the smaller towns the only stationers are the druggists, and in their cases it is hardly to be expected that early closing can be the rule, but, even where the drug business necessitates keeping open, there is little need for the services of more than one of the staff, and the employer and employes could take alternate nights off, without losing anything.

In many city stores a half holiday on Saturdays of the warm months is the rule, and where this can be applied it will be found a success. It makes it much easier to keep open on Saturday night, a time when the average stationery and book store does a good business and needs bright, quick salesmen, qualities that are apt to desert the most willing of assistants when they must work till late on Saturday night after putting in a long day's work in the heat of the Summer.

Here again, many country stores must be excepted, for Saturday, especially the afternoon, is the day when the people from the surrounding districts come to town to do their purchasing for the following week, and if the stationer is shorthanded he soon is made to feel the effects of it on his trade.

But although the different conditions make it impossible for some stationers to close early when others do, or to allow themselves and their assistants the same amount of time off, there are always means, when it is wished, to allow those working in the store to get some evenings or an afternoon off now and then, which, as I have said, make them all the better salesmen, taking a livelier interest in their work and adding probably more to the volume of sales than they would have had they been confined in the store all day as well as in the evenings.

LEADING NEW BOOKS.

A Powerful Historical Romance

Tarry Thou Till I Come

or Salathiel, The Wandering Jew

By GEORGE CROLY

GEN. LEW WALLACE says it is one of the six greatest English novels ever written.

The novel deals with the momentous events that occurred, chiefly in Palestine, from the Crucifixion to the destruction of Jerusalem. It reveals the struggles between the Romans and the Jews, which finally ended in the overthrow and the dispersion of the Jewish Nation, picturing forth the conflict between Judaism and the early Christianity.

The story is replete with Oriental charm and richness, and the character-drawing is marvelous. Illustrated with 20 full-page drawings by T. de Thulstrup.

Paper, 75c.; Cloth, net, $1.50.

Ralph Marlowe

THE GREAT OHIO NOVEL

By DR. JAMES BALL NAYLOR

Full of laughable incidents told in a most winning way, with a fascinating love story which makes it the most entrancing novel of the year. "It is a life-picture taken with a camera singularly free from blemish."—Boston Ideas.

Paper, 75c.; Cloth, $1.25.

The Good Red Earth

The scene of this novel, by Eden Phillpots, is laid in the west of England country (Devonshire), in writing of which the author made his reputation. "Sibella," in whom the love interest of the tale centres, is a charmingly natural figure, but the mainspring of the book is "Alpheus Newt," the unctuous ex-pedlar, lay-preacher, and hypocrite, with his Pecksniffian virtue and his irresistible flow of words.

Paper, 75c.; Cloth, $1.25.

The Eternal Quest

By J. A. STEUART

Author of "Wine on the Lees," etc. "This story tells how Lieut. Malcolm, of the Black Watch, son of General Malcolm, V.C., desired to emulate his father's distinguished career, and to marry the daughter of his father's old friend, the army chaplain. That is the substance of this soldier's story, which moves from Abergowrie to the Indian frontier, and from the frontier to the trenches of Magersfontein. It is well and genially told."—London Athenaeum.

Paper, 75c.; Cloth, $1.25.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO

FIGHTING THE MAIL-ORDER HOUSES.

THE encroachment of the mail-order houses on the business of the local trader has reached a point where it merits the serious consideration of all retailers. As the condition is a progressive one which will, no doubt, be aggravated by free rural delivery and other postal improvements, it behooves local merchants to take such steps to counteract its competitive potentiality as developments may suggest. As the basis of the mail-order business is the inculcation of the belief among the public that they get better rates by patronizing the mail order houses, so the logical way to counteract their influence is to convince the public of the fallacy of this claim. Many merchants are doing this very effectively. As example is always more forceful than precept we give here the substance of a full-page display advertisement of a Morris (Ill.) merchant, which appeared in a journal of that town. There are points in the announcement that may serve many of our readers:

We propose to meet the prices of the department stores or catalogue houses.

All we ask is that you deal with us on the same basis that you deal with catalogue houses, and give us the same amount of time to get the goods which it would require to get them from them.

Plank your money down when you order the goods and we will meet each and every price they make and furnish you the same goods at the same prices they offer you.

We will go further.

We don't ask you to take any goods where mistakes are made in ordering.

We'll shoulder the mistakes.

If any of you ever had anything come wrong, you know what a nice little job it is to have it corrected, no matter how willing the firm is to do so.

It takes correspondence, stamps and freight on the goods to get them exchanged, to say nothing of the loss of time.

Some people prefer to buy away from home because it sounds big to be able to say they ordered from Chicago, etc.

We know of one party who is actually paying more for goods bought away from Morris than he could buy them of his dealer here.

This kind of people we can do nothing for, but the kind who are making the dollar go just as far as they can we can and will do something for.

Give us a trial on the proposition we

BRIGHT FICTION.

Heart and Soul

By HENRIETTA DANA SKINNER.

A new novel by the author of "Espiritu Santo." It is a strong romantic story, the plot of which is laid in Windsor, Detroit, New York, and Paris.

The Kidnapped Millionaires

By FREDERICK U. ADAMS.

A novel departure in fiction, and a most fascinating story.

Tangled Trinities

By D. WOODROFFE.

"Powerful and well written."—London Daily Telegraph

The most popular novel at the Toronto Public Library is

God's Puppets.

ELLEN THORNEYCROFT FOWLER'S

Sirius.

"Reveals her depth of penetration with the hidden secrets of the human heart."—Montreal Herald.

To be had in Paper at 75c.; Cloth, $1.25.

GET OUR NEW SUMMER FICTION LIST.

W. J. GAGE & CO.

TORONTO.

make, if you are one of those who are buying away from home.

Bring your catalogue with you.

If we fail to furnish the goods without a reasonable excuse, don't give us your confidence again.

Try us once.

We don't fear the result.

We are residents of Morris.

We are your home merchants.

We help pay taxes.

We have to live and consume some of your product.

Is our proposition wrong ?

The whole trouble about our people about Morris is the same with which so many communities are suffering.

That old slow-coach, credit.

Some of it so slow we never get it.

No merchant can sell goods cheap on that plan.

The dollar invested in goods to-day and sold for cash to-morrow can be invested in more goods the following day and the same process of sale may be repeated, but the dollar invested in goods to day and sold on credit to morrow is tied up just as long as you don't get it back, and its earning capacity is stopped for the merchant until he gets it back again.

Can you wonder why the catalogue house has the advantage in price over most of your home merchants?

The catalogue house won't trust you ; even demand the money in advance with no goods in sight.

So ran the argument, and an excellent argument, too, either to publish or to use across the counter. Indeed, any merchant who advertises liberally should be able to influence his local paper to publish such matter free, for the local paper is as much interested as the local merchant. — The Keystone.

OTHER BOOKS RECEIVED.

A LITTLE BOOK OF TRIBUNE VERSE. This contains "a number of hitherto uncollected poems, grave and gay, by Eugene Field ; collected and edited by Joseph G. Brown" ; Tandy, Wheeler & Co., publishers, Denver, Colorado. The book is bound in cloth, with a cover design in gold, and is well printed in large type. It is provided with corner protectors and retails for $1.50.

The Canadian Manufacturers' Association have decided to offer a prize of $50 for a design of a front cover for their publication, Industrial Canada. The design will be chosen by the committee in charge of the publication, and the prize awarded to the one considered most suitable. The committee wish it understood that they do not consider themselves bound to accept any of those offered. Suitable paper for display of the design should also be suggested. Those sending in designs should address T. A. Russell, secretary of the association.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

MR. C. H. GOULD, librarian of McGill, left for England by the steamship Vancouver June 20.

Mr. Beers, of the Howard Memorial Library, New Orleans, was in Toronto June 20 to 25 on his way to the Waukesha conference.

Napanee expects to have this Autumn a new library building equal to any town of its size in Canada. The building has been designed for library use, and will cost at least $2,200. To provide $700 of this sum public subscriptions are being called for.

Pembroke is adding $200 worth of new books and $50 worth of periodicals. A printed catalogue is being got out. The library and reading-room will be free to all residents of the town. A nominal fee of 10c. for 20 books will be charged for taking books home. Only one book will be issued at a time on each card. Persons living outside the limits of the town who wish to use the library will be charged $1 a year for each card.

The first box of books sent out by the Ontario Government under the Travelling Libraries' Act contained the following :

Abraham Lincoln, Leland ; Alice in Wonderland, Carrol ; Alice of Old Vincennes, Thompson ; Bird Studies With a Camera, Chapman ; Black Beauty, Sewell ; Cardinal's Snuff Box, Harland ; The Choir Invisible, Allen ; Clive, Wilson ; Coligny, Besant ; Dundonald, Fortescue ; Eben Holden, Bacheller ; Eleanor, Ward ; Frederick the Great, Brackenburg ; The Gospel of Wealth, Carnegie ; The Great Boer War, Doyle ; The Grey Fairy Book, Lang ; Haroun-al-Raschid, Palmer ; In the Palace of the King, Crawford ; The Influence of Christ in Modern Life, Hillis ; Jack of All Trades, Beard ; Joan of Arc, Tuckey ; Judas Maccabæus, Conder ; Life of Lord Nelson, Southey ; The Man That Corrupted Hadlebury, Mark Twain ; Marie Antoinette, Tytler ; The Mississippi Valley in the Civil War, Fiske ; Monopolies and Trusts, Eby ; My Winter Garden, Thompson ; Natural Law in the Spiritual World, Drummond ; Nelson, Laughton ; Nineteenth Century Science, Williams ; Our Native Trees, Keeler ; The Redemption of David Corson, Goss ; The Reign of Law, Allen ; Richard Yea-and-Nay, Hewlett ; Rodney, Hannay ; Sailing Alone Around the World, Slocum ; Sir Charles Napier, Butler ; Sir John Franklin, Beesly ; Sir Richard Whittington, Besant ; Squirrels and Other Fur Bearers, Burrows ; To Have and to Hold, Johnston ; Tom Brown at Oxford, Hughes ; Tommy and Grizel, Barrie ; The Transit of Civilization, Eggleston ; Unleavened Bread, Grant ; Victor Emanuel, Dickey ; The Voice of the People, Glasgow ; Wolfe, Bradley ; The World of the Great Forest, Du Chailler.

Every library should get and bind a copy of the Survey and Exploration of Northern Ontario, 1900, just issued by the Government of Ontario, from whom, no doubt, a copy can be got free. It is one of the most valuable geographical works relating to Canada recently issued.

The Journal of Physiology, edited by Sir Michael Foster, the most distinguished of

Notice to the Book Selling Trade.

It has lately come to the knowledge of Messrs. A. & C. Black, the owners of the British Copyright in the Encyclopædia Britannica, that large numbers of unauthorized editions of this great work are being imported into Canada, and particularly an edition in 30 volumes, published by The Werner Company of New York and Chicago, which is being imported by the News Educational Department and the Imperial Book Company, Limited.

The proprietors, in order to protect their rights in Canada—which is embraced in the British Copyright—took proceedings to restrain this infringement, and on the 4th day of June, 1901, their solicitors, Messrs. Barwick, Aylesworth & Wright, of Toronto, obtained an injunction order, on application to The Honourable Mr. Justice Ferguson, restraining the News Company and the Imperial Book Company from importing into Canada for sale, and from selling, any unauthorized editions of the Encyclopædia Britannica.

The attention of the trade and of the public is called to the fact that no other than the British Copyright edition can be imported into Canada, or sold, or exposed for sale, and the Copyright owners are fully determined to protect their interests.

The Copyright Act provides that if any person imports, or sells or exposes for sale, any unauthorized book, then every such book shall be forfeited and destroyed, and every person so offending shall for every such offence forfeit the sum of $50 and double the value of every copy of such book imported or sold, or exposed for sale.

The Act also provides that all copies of any such unauthorized book so imported, shall be deemed to be the property of the Copyright proprietor.

A. & C. BLACK,

Edinburgh and London.

TORONTO, June 12, 1901.

F. AND E. W. KELK

FALL and CHRISTMAS GOODS

Dolls, Toys, Fancy China, Cups and Saucers, Vases, Albums, Toilet Cases, Leather Goods, Fancy Glass Water Setts, Berry Dishes, Breakfast Setts.

All our Christmas goods are now arriving—a great many lines are now in the warehouse. It will pay you far better to buy your Christmas goods in the city about Exhibition time, as you will save your expenses twice over and get different goods to your neighbor. It don't do to buy too early. Come to the city and get cheaper goods. All our stock will be found new and attractive.

F. & E. W. KELK, 76 York St., TORONTO.

living physiologists, announces that Prof. A. B. Macallum (librarian of the Canadian Institute) has become one of its associate editors.

A feature of the day is the publication of their histories by banks. The neat sketch of the Imperial Bank is followed by a really valuable monograph on the history of the Bank of Nova Scotia.

The principle of making easy the admission of children is extending. The value of the school teachers as a factor in introducing children to the libraries is becoming more widely appreciated. The recommendation of teachers who are not saddled with any liability is now being accepted in lieu of the guarantee of one or two ratepayers.—John Ballinger, in The London Library.

The volume for 1900 of the Royal Society of Canada has appeared. It contains, among other valuable articles, the "Journal of Nicholas Garry." The manuscript of this diary has been in England for many years, and was communicated to the society by Rev. Canon Garry, son of the traveller, Nicholas Garry (after whom Fort Garry was named), who was deputy-governor of the Hudson's Bay Co., and in 1821 was named representative of that company to go to the Northwest with Simon McGillivray, of the Northwest Fur Co., to adjust the terms of union. The diary is an interesting account of a canoe voyage from Montreal to York Fort, then by vessel from Hudson Bay to England. Accompanying it are notes on the rival companies, the Indians, Lord Selkirk's colony, trade and prices, etc.

The London public library is to have additions and alterations which will amount to about $4,000. The city engineer, Mr. Graydon, is visiting a number of other libraries in search of suggestions to be used in the extension.

In order to provide reading for men in lumber and mining camps, and other such isolated laborers, a movement has been started to provide a library extension in Ontario and travelling libraries and reading camps. It is thought that the work should be taken up by the Provincial Education Department, assisted by colleges, churches, Y.M.C.A., W.C.T.U. and other like organizations. In some of the camps already branch libraries in French and English have been placed. It is not supposed that all the libraries would be willing to establish branches, but the idea in getting a few of them to do so is to bring the movement into public notice. The Minister of Education is consulting with public educators and eminent clergymen as to the best books for such a purpose, and a travelling library in connection with McGill University has been established for the purpose of circulating among the camps of Quebec and part of Ontario.

AMERICAN LIBRARY CONFERENCE.

The twenty-third annual meeting of the American Library Association, held at Waukesha, Wisconsin, commencing on July 3, was one of the most interesting yet held. There were some 400 delegates from the various points in the United States. Three attended from Canada, Messrs. J. H. Denton, Chairman of the Library Committee of the Toronto Public Library Board; E. A. Hardy, Lindsay Public Library, and C. E. Ryerson, Toronto Public Library.

Among the main features of the conference were the papers on the subjects of "What May Be Done for Libraries by the City, by the State and by the Nation," consisting of three papers by different well-known men in the library world. The Children's Librarians Section was largely attended, and great interest was shown in the questions of having separate departments for children's books. In many of the United States cities books in boxes are supplied to the various schools and placed

in charge of the teachers. This is thought to be a great success in the United States. In this country objection has been raised to it on the ground that the children have enough to do to get up their studies.

In the Trustees' Section of the conference papers were read on the relation of the librarian to the trustee, and library buildings, the latter of which was especially interesting, in view of the great number of donations for building new libraries from Mr. Carnegie.

The programme in full would require a great deal of space, but the papers might be interesting to Canadian librarians.

The president, Mr. Henry J. Carr's address, was on "Being a Librarian; and Some Ethics of the Profession." The first paper was on "What May be Done for Libraries," discussed from three points of view. On July 5, simultaneous meetings were held by different branches of the conference. The National Association of State Librarians discussed the subjects of "Early Newspaper Literature in Ohio," "Decimal Classification and Cataloguing of Public Documents," and the "Gathering of Local History Material."

The Children's Librarians Section discussed the value of certain classes of books to children, the papers being "Book Reviews, Lists and Articles on Children's Reading; Are they of Practical Value to the Children's Librarian"; "The Books Themselves; How to Tell a Good Book—How to Tell a Poor Book, (1) in Fiction; (2) in Fairy Tales, (3) in Books of Science." The last paper in this section was "Reference Work for Children; Some of the Possibilities and the Necessary Equipment."

In the evening the same meetings were continued, the State librarians reading papers on their own duties and powers relative to free libraries and library commissions, and on the subject of loaning books from the reference library, "Under What conditions and Limitations they Should be Loaned."

Among the special papers of note were: "Collection and Cataloguing of Early Newspapers," and "Some Principles of Book and Picture Selection."

On July 8, the conference was invited to Madison, the capital of the State, and there were entertained by a local committee, visiting the new building of the Wisconsin Historical Society and the library of the Wisconsin University.

During the sessions in Madison, papers were submitted on "European and American Libraries—A Comparison" and "From the Reader's Point of View—and the Era of the Placard."

The conference returned to Waukesha in the evening, and on the following day some interesting papers were read on "Book Copyright," "Trusteeship of Literature" and "Relationship of Publishers, Booksellers and Libraries." Many other papers were read, and the discussions on them were of great interest, though shortened considerably on account of the length of the papers.

The conference was entertained by different associations and organizations in Waukesha and Madison.

Speaking of their visit to Madison, Mr. J. H. Denton, one of the Canadian delegates, said: "What impressed me most in my visit to the conference was the immense amount of money that the American people and American cities invest in public libraries. It is enormous; and our own contributions, in comparison, are indeed very small. In Madison, which is a city of only about 20,000 people, there is a beautiful library, which cost about $600,000, and it is not a circulating library, either. Milwaukee, a city of about Toronto's size, built a library at a cost of $500,000, and many other places, small and large, have library buildings on the same huge scale."

Mr. Denton was much pleased with the conference, and was of the opinion that such meetings were productive of much good.

WINDOWS AND DISPLAYS

THE question as to what is the best size for a show window was recently asked by a jeweller in his trade journal, and the answer might prove valuable to stationers who are thinking about fixing up their window or are going to build new premises. Not all of the suggestions are applicable to the stationer's trade, but many of them are and can be put into practice, especially in the matter of displaying small goods. The store in question had an eighteen-foot front and was fifteen feet high.

"The suggestions made must be subject to change on account of the environment, of which nothing has been said. Upon general principles a broad, low window is better than a high narrow one, but this depends somewhat upon the goods to be displayed.

"As the inquiry is especially concerning a two window front, the width of each window will necessarily be about six feet and about twenty inches deep. The sides of the window should be on an angle of about thirty four degrees. This will leave about three feet eight inches for the doorway. With these approximate figures the other proportions of the windows should be: Height from ground, three feet; height of window, eight feet.

"There should be a two-foot transom over the door, and to obtain more light, always essential, a row of five lights, twenty seven inches high and three feet wide, may extend across the building above the doorway and windows. These will break up the blank space ornamentally, as well as afford a good light within. A border of stained glass may be used if desired.

"A much more satisfactory window may be obtained if there is but one in a front of this size. Then the window can be nine feet wide and two feet deep, and still leave six feet for the doorway. This will afford room at the corner of the building beyond the door for a portable showcase, which is very useful in displaying inexpensive articles. Such a case may also be used for special sales, where it is desirable to give some articles a distinctive prominence.

"In this case the flooring of the window will be two feet above the ground and a three-foot transom may be placed over the door. A front so arranged will be plain and substantial looking and will not detract from the window displays.

"One of the advantages of a large window is that it may be made to appear smaller, whereas a small one cannot be increased in size. In this way large articles may have the benefit of the large space and be displayed to far greater advantage.

"When the display is to be made up of small articles, have a platform built about six inches smaller than the window on the front and sides and about ten inches high. The sides of this platform will therefore slant backward from the glass six inches. Have the sides either of polished wood with the firm name in intaglio lettering in gold, or covered smoothly with dark felt and aluminum letters, according to taste and the amount to be expended. If the original flooring of the window is raised at the back and it should be at least three inches higher the platform which is built on the level will therefore be raised in the same proportion.

"If the display is to be small articles alone put another platform on top of this. The latter should be a foot smaller and four inches high. This will give a three inch slope to the sides and leave nine inches of the lower platform showing. This space should be covered with dark felt like the upper platform. Of course, neither of the platforms will slope at the back, but will be flush with the original flooring of the window.

"By following these regulations one may regulate the size of his window at will and have one that is suitable for displaying all of his stock."

The suggestions as to the platforms for small goods can be acted upon by stationers also with good advantage. It is difficult to show such goods as fountain pens, cards, or fancy pins, in a large window with any satisfactory result, unless a great deal of goods is put in the window, and in some large windows so many of these would be required as to necessitate a very heavy stock.

As to the advantages of having a very large window, no doubt they are greater than could be obtained from a very small one; but I have in mind a stationer's window which is somewhat smaller than the average and yet it is so tastefully trimmed that it never fails to attract attention. Indeed, the proprietor of this store told me that whatever he put in the window, he sold. His own opinion was that if he had six windows he could sell six times as much, and I believe it to be true. But if he had a very large window, I doubt if the display that he could make would be as satisfactory as in the small one.

The stationer's stock does not lend itself to large displays, as does that of the dry goods merchant, furrier, or grocer. His goods are all comparatively small, and to fill a very large window must be shown in bulk, boxed up or otherwise, which detracts greatly from their appearance.

Those who have given the subject of window trimming special attention, as a general rule agree that only as many goods should be shown in the window as will make an effective display. It is always possible to put in a large assortment of goods, but when too many are shown, not only is there a crowded appearance given the window, but there is no chance to arrange the different articles so that each will be seen to the best advantage.

This does not mean that small windows are preferable, but only that, in deciding on show windows, there are many points in favor of a small or medium sized one that are usually overlooked, when there is an opportunity to secure a larger one.

NEW ITEMS IN ENGLISH FICTION.

LONDON, June 25, 1901.

THE Autumn fiction promises to be as plentiful as ever. Mr. Barrie is at work on a new novel. Secrecy is being maintained as to the story and its title. It is expected to appear early in the Autumn. Conan Doyle is about reviving "Sherlock Holmes" in a novel beginning in the September Strand. No reference is made in the novel to "Sherlock Holmes'" death, it being simply assumed that one of his earliest experiences is being described. Dr. Doyle has often been urged to revive the famous detective, and has assented at last to the general demand. Henry Harland, author of "The Cardinal's Snuff Box," will issue a new novel this season.

The Canadian novel, by Miss Agnes Laut, of Ottawa, "Lords of the North," is being issued by Mr. Heinemann in his Dollar Library. Some of the new books are as follows :

Novel.	Author.	Publisher.
"Prince Charming"..	Rita.	Sands.
"Crucial Instances"..	Wharton.	Murray.
"The King's Ring"..	Topelius.	Jarrold.
"Despair's Last Journey"	Murray.	Chatto.
"Doom Castle".....	Munro.	Blackwood.
"Fyander's Widow"..	Blundel.	Longman.
'Tales from Tolstoi."	Bain.	Jarrold.
"Mostly Fools and a Duchess"	Cleeve.	White.
"A Millionaire's Love Story"	Boothby.	White.
"The House of de Mailly"	Potter.	Harper.
"Severance"	Cobb.	Lane.
"My Brilliant Career"	Anon.	Blackwood.
"Marna's Mutiny"...	Fraser.	Hutchison.
"The Lost Key"	Acland.	Macqueen.
"Sister Teresa".....	Moore.	Heinemann
"The Hero".....	Maughan.	Hutchison.
"The Garden of Eden."	Wyllarde.	Heinemann.
"The Land of Lasses Few"	Fox.	Henderson.
"The Disciple"	Bourget.	Unwin.
"Tessa"	Becke.	Unwin.
"The World of Mimes."	Melville.	Greening.
"Poor Elizabeth"....	Hamilton.	Hurst.
"Beyond these Voices."	Eastwick.	Burns.

MISCELLANEOUS.

"His Most Gracious Majesty King Edward VII." is the title of a book by Mrs. Belloc Lowndes, published by Mr. Grant Richards. The book has many illustrations, for several of which special permission was obtained.

The Fourth International Publishers' Congress was held at Leipzig from June 9th to 12th, under the presidency of Mr. Albert Brockhaus. Among the members of the Publishers' Association of Great Britain and Ireland who attended, were Mr. John Murray, Mr. Frederick Macmillan, Mr. Fisher Unwin, and Mr. William Heinemann. The papers dealt with subjects ranging from the request that books should be passed free of duty into all countries, to the suggestion "that the only efficient means to maintaining a solid retail book trade is the abolition of all discount to private customers."

Several histories of the South-African campaign have been published. One of a semi official character is now being written by Lieut.-Colonel G. F. R. Henderson, and will be issued in six or seven volumes, the first of which will be ready in the late Autumn. Messrs. Hurst & Blackett, who are to publish it, announce that the work will be written in a popular style, and arranged chronologically, prominence being given to the special services of the different regiments, and in certain cases of those of individuals. The author, who was formerly the Director of Military Intelligence on the Headquarters Staff in South Africa, is now Assistant Adjutant-General, and among his previous literary efforts may be mentioned "Stonewall Jackson and the American Civil War," "The Battle of Spicheren," and "The Campaign of Fredericksberg,"



A GREAT WESTERN BUSINESS.

ONE of the well managed and successful businesses of the West is that of the Canada Drug and Book Co., Limited, with stores at Regina, Nelson and Revelstoke. The accompanying illustration shows the Nelson store, and will indicate to Eastern readers of THE BOOKSELLER AND STATIONER the extent of operations of this thriving concern. Mr. Lamont, the president of the Company, was in Toronto a few pays ago on a buying trip, and reports trade to be satisfactory. The firm were originally centred at Regina, where, in October, 1896, the drug business of Robert Martin and the book and stationery business of P. Lamont were formed into a joint stock company under the name of The Martin & Lamont Company, Limited, with a capital stock of $30,000. In May, 1897, W. G. Pettingell (drugs), and C. H. Black (stationery) joined the company, which changed its name to the present title of Canada Drug and Book Co., Limited. Incorporation was obtained in British Columbia, with stores at Nelson and Revelstoke. Mr. Black sold out his interest to the other members of the company, the principal officers of which are : P. Lamont, Pres.; W. G Pettingell, Vice-Pres. ; Robert Martin, Sec.-Treas. Mr. Lamont resides in British Columbia and looks after that end of the business, while Mr. Martin and Mr. Pettingell live in Regina. The store in Revelstoke is in charge of Mr. C. R. McDonald.

The growth of progress of this concentration of brains and energy has been gratifying. It is an example of what can be done in the Great West of the Dominion.

An examination was held in Toronto last month by Mr. James Bain for Canadian candidates for the Pratt Institute Library school of Brooklyn, N.Y.

FANCY GOODS AND STATIONERY.

DESK SCALES. Some new letter and household scales are on the market, which, for ladies' or men's desks and for offices and business houses, are invaluable. The letter scales are finished in nickel with white celluloid dials, and weigh up to two pounds in half-ounces. The household scales, in nickel or japan, highly ornamented, weigh from one pound up to 24 pounds. They are thoroughly accurate in the smallest weights. Brown Bros. are supplying the trade.

CALENDAR NOVELTY. Among the many calendar novelties, the "Bachelor" calendar was one of the most popular last year. The "Benedict" calendar is another of the same class and will likely become a great favorite. The design is mounted on a green matting and includes a crying baby, a milk bottle, a piece of carpet with tacks in it, and other things that are supposed to be inseparable from a matrimonial life. The calendar is patented and copyrighted.

SLEEVE FASTENERS. The newest sleeve protector is an American invention which is neat and answers the purpose admirably. It is made of duck suiting and can be laundered. A small nickel fastener at each end allows the protector to be adjusted to fit any sleeve. It is made in different colors, including tan, brown, blue and pearl, the binding being either self-colored or harmonizing with the other.

A MARKING BRUSH. A new brush has been made for marking boxes, packages, etc., which works on the same principle as the fountain pen. The handle is hollow and contains the paint, and this flows out into the brush, keeping it ready for use all the time. It has already been favorably received by shippers, merchants, freight agents, etc.

NEW STICK. A novel swagger stick is shown which combines a pen and pencil along with the stick. It is in three pieces, each screwing into the other, and when put together is 26 in. long. It has nickel ferules and is finished in malacca. The retail price is 25c. Copp, Clark Co. will supply the trade.

PATENT ENVELOPES. A new envelope is in use by some American business firms which is intended to make the opening of it easier. A thin wire runs through it at the bottom, the ends protruding and bent up so as to avoid any danger of scratching the fingers. Printed on the envelope just above where the wire runs through is the direction, "Pull either wire." By this means the envelope may be cut open with ease and celerity.

STATIONERY ITEMS. Davids' inks and pastes have been long well known to the stationery trade as standard manufactures, and their new agents, Brown Bros., are having great success with them. The electro chemical ink for ledger or letter writing is a clean, limpid fluid, which, when dry, turns to a permanent black. Davids' white paste, for mounting photographs or for household use, is a superior article which leaves no stain on anything to which it is applied. In typewriting papers, bond, linen, cream wove and tinted are all moving well. Other typewriters' supplies include ribbons, which will fit almost any machine, and covers for manuscripts. Fancy crepe tissues for lamp shades, fancy ball dresses, window shades, etc., are going in immense quantities.



THE DECORATION SEASON. The well-known pocket and office diaries of Copp, Clark Co. are now out again, enlarged and improved. The special edition of the lawyers' diary has been made suitable to bankers and insurance men also, and the amount of valuable and ready information contained has been much increased. Those who have not received price lists of these should send for them. A clock paper weight shown, made in copper and gun metal, should be an acceptable novelty for an office desk. Decorative crepe paper is good property now. The garlands, which can be folded up easily into a very small space, take particularly well. A novel use for the ordinary roll crepe paper has been found by a number of young ladies at Summer places, by plaiting three strips of it into a hat. This fad is a growing one and may greatly increase the sale of these papers. The hats can be made by almost anyone. "Patriotic" horns in cardboard, red, white and blue, sell well, and will go better later on.

NEW PAPETERIES. New papeteries include the "Imperial," white, ruled stationery, a 10c. line, at 84c. per dozen, and the "Veldt," a 25c. line, plain, cream notepaper, at $1.80 per dozen. In silk fibre papers, which are now going well, the colors are white, azure, London fog, Glenmore blue, cornet purple and rose. These are of the "Emperor" shape, and are a 50c. line. They are nicely done up and boxed. A new 5c. pad is the "Starlight," with a pretty design in tints and gold appropriate to name. Copp, Clark Co. are supplying the above novelties.

THE SCHOOL TRADE. School supplies are now being placed in stock, and wholesalers report an excellent trade in this line. Bags and lunch boxes are going well, say Copp, Clark Co., and their special shape, "Quebec," [illegible] is a leader. Waterproof bags are a selling line too. A varied assortment of fancy penholders to retail at one cent apiece includes, No. 81 3, at 75c. per gross; 83-3, at 90c. per gross; 80 3, a fancy painted line with celluloid tips, and another line with bone handle, fancy tips and nibs,

with views in the end, suitable for souvenir trade. All these are highly colored and nicely gotten up.

NEW INK PAD. A new ink pad is called the "Perpetual," because it can always be kept moist and is good until the cloth itself wears out. An ink reservoir, with slide cover, occupies one end, and this is connected with a basin underneath the pad. The ink is taken up from this basin into the cloth so that it is distributed evenly over the whole. The pad is better finished than the ordinary kind, and the price comes slightly higher.

NEW LINES IN FANCY GOODS. Nerlich & Co.'s Fall and holiday catalogue is now in hand, and will be ready for mailing about August 1. Is is to contain a very large line of fancy goods, dolls, toys and novelties for the Christmas season, and dealers who do not usually receive a copy should write for it, as it gives a lot of information about the class of goods represented.

The wholesale fancy goods houses are very busy receiving Christmas stocks, and are preparing for a very large business this season. Nerlich & Co. tell us that their advance orders this season were much larger than last year, and report a general tendency of dealers to purchase a better class of goods. This is a very desirable feature, as the big-selling lines the last few seasons have depreciated into rather a trashy class of goods, and, now that the buying public are in a better state of prosperity and can afford to pay for better-quality goods, dealers, in their own interest, should not attempt to cater for trade with articles that have been stinted in quality to make attractive prices.

A day or two ago, the writer paid an interesting visit to the travellers' sample department in Nerlich & Co.'s warehouse. Their eight travelling men, with a large staff of assistants, are busy preparing road samples, and the men will be on their respective trips in a few days. They will show a larger range than usual of all Christmas goods. Photograph albums, photograph frames, dressing cases, toilet sets and toilet novelties are prominent in the fancy goods section. In toys, a great many new lines are to be seen, amongst which are some decided novelties, both in American and European manufactures.

DECORATIONS AND OTHER THINGS. When the Royal visitors reach Canada, in August or September, the craze for decoration and celebration will seize people who are not thinking about it at all now. The trade should be well supplied with all the necessary material, and push it, of

Andrew Whyte & Son, Limited

Wholesale. Export and Manufacturing Stationers.

Bothwell Works: Edinburgh, Scotland. Also at Glasgow, and London.

Flat Papers of all grades in Canadian sizes.

Printers' and Bookbinders' Material.

Note Papers, Envelopes, Papeteries, Blank Books.

Sole Canadian agents for the "Annandale Polton Papers:"
"Polton Air-Dried Vellum" Note Paper.
"Polton Patent Ledger"
(Equal to hand made).

"The Library Note"—our new high-grade parchment note paper, with envelopes to match.

Samples and prices on application.

Subscribers wanting goods or special quotations on any hing anywhere in Canada at any time, can get them by mail or wire by corresponding with THE BOOKSELLER AND STATIONER, Toronto or Montreal.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

WM. BARBER & BROS.

Paper Makers,

GEORGE OWN, - - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R BARBER.

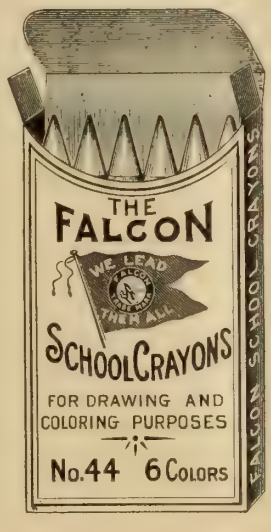
BAIN BOOK AND STATIONERY CO TORONTO

GEO. W. BEALL BOOKS, STATIONERY & JEWELERY LINDSAY ONT.

Book Labels

In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or Color—Any wording or design.
EXPRESS PREPAID.
Levy & Co., Toronto
Label Makers

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave.,
Lynn, Mass., U.S.A.

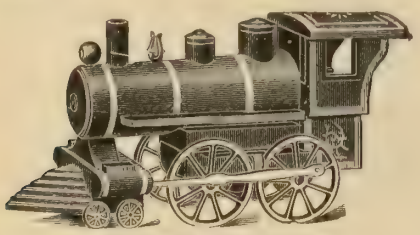
FANCY GOODS AND STATIONERY—Cont'd.

course. In walking through the fine warehouse of Nerlich & Co., I noticed lines of patriotic jewellery, flags, paper lanterns, etc., all very suitable for the purpose. In the same place were seen a big line of dolls, every variety ; a line of masks, which will soon be in demand, and toy books, a large line, got out by a leading English and two American publishers. The range of china-ware shown in this warehouse is magnificent. It would take many pages to give even an outline of it.

BALL-BEARING FRICTION TOYS.

Two new toys which will captivate children are shown in the accompanying illustrations. Nerlich & Co. have them. The principle is that, by a judicious use of ball bearings, you can get almost perpetual motion.

No. 1. The 1901 Hill Climber has 18 ball bearings, nine on each side of the power-shaft. The frame part is made of



No. 1.—The 1901 Hill Climber.

sheet steel. The shaft of the power-wheel is now stationary, and cannot become loose or clogged with the wheels. In using ball bearings, the toy is built upon the same plan as a bicycle ; it doubly increases the power, and, at the same time, makes the toy last for years ; the slightest push starts it off ; by pressing down on the toy and giving it four or five hard pushes, sufficient momentum will be given to the power to travel several hundred feet, and the rougher a child handles it, and the harder they bear down upon it, only adds to its momentum and enables the drive-wheel to carry the toy that much farther



No. 2.—The Passenger Coach.

and faster. The Hill Climber is practically non-breakable, being made out of the best selected wood and steel. It climbs up-hill, over rugs, over carpets, over small obstructions, on the sidewalk, on the street, and even ploughs its way through gravel. It is as much an indoor toy as an outdoor one, and furnishes unlimited amusement to all ages of children, be they girls or boys. The Hill-Climbing Engine has coupling attachments, so that a child may couple on other cars. The size of the Hill Climber is 14 in. long, 7 in. high and 4½ in. wide.

The Observation or Passenger Coach (No. 2) has eight passengers in the car. These forms are cut out of the sides of the car, so that a child will not break or lose them. The size of the car is 15 in. long, 7 in. high and 4½ in. wide, painted in bright colors and hand-striped, pronounced by all experts the handsomest and largest toy ever made for the money. It is made out of the best selected wood, steel and sheet tin. It has the same power as the engine, can be coupled to the engine or will run of itself, generating its power in the same manner as the engine.

FOR BUYERS' INSPECTION.

Fred. & E. W. Kelk announce to the trade the arrival of a beautiful assortment of Christmas goods. They think Exhibition time is the right time to buy your Fall assortment, when all the stocks in the city are complete and at their best. Their entire stock will be found very new and much grander than before. All the newest lines of china and glass ornaments are among their stock. Dolls will be found at the old prices, although they have been again advancing in price. They also offer to the trade the very best made and have stitched footballs at $18 per dozen net. This is the best ball money can buy. They would like to send you a sample. If not the best made it can be returned free of all charges. It will pay you well to come to the city and examine their stock of novelties. Bargains can always be picked up in the city in all lines of your business.

A NEW USE FOR CREPE TISSUE.

The Summer girl with an ingenious turn of mind comes to the fore again with a new use for crepe tissue. This time her inventive power has struck an idea, useful and novel, and complexion saving, this a most valuable point in her estimation. The new idea is ahead or on top of all previous ones, or, rather, it finds a place there, for it is no less than that she has taken to make herself a hat, and the material used is simply paper, crepe paper, the Bainbridge American brand having her preference, probably on account of its greater elasticity and greater variety of art shades than other makes. Crowned by this latest sunshade of her own creation, for she makes her own hat to suit her own particular style of beauty, she looks more charming than ever. The hats are made in various styles most becoming to the wearer, and are very simply constructed and easy to make. The rolls of tissue are cut into narrow strips out of which a three-strand plait is made and, as the ends become short another piece is glued on and a continuous plait made. This plait is then wound into any desired shape and sewn together, a rosette, or bow, or band, of the tissue being used for decoration. Two colors of contrasting and harmonious shades are generally used, according to the taste of the wearer. The floral or fancy patterned tissue is also used, and makes up nicely. For Summer hats they are all that could be desired, and they promise to be all the rage at Summer resorts.

Crepe tissue has been put to many uses both ornamental and decorative. For the making of lamp shades it is particularly adapted, the cosy and warm effect given to a room by means of a lamp shade of crepe paper is immense, the light is softened and the rays spread a charm. Unsightly cheap flower pots are transformed by means of crepe tissue. For the display of goods to the best advantage it is the cheapest and most effective material that can be used, the large range of shades enabling the decorator to choose the most becoming and attractive color to suit the goods or articles to be displayed. Tables may be covered by picnic parties at a cost not worth considering, and the saving of household linen, no carrying back the soiled cloth. It also makes excellent table napkins. The black is very useful for funeral decorations; at the death of the late Queen Victoria it was very largely used. Dresses have been made of crepe tissue, and at a recent Dominion Day celebration a fancy Maypole dance took place, the decoration of the pole and the dresses of the dancers being of that material.

FANCY PLAYING CARDS.

Warwick Bros. & Rutter have just opened a shipment of Goodall's "Jubilee" playing cards, having had a special edition printed for the Canadian market. The greater part of the edition has already been disposed of, and dealers desirous of securing a supply of this card should forward their orders early as the cards have been out of print for some time in England. A number of new fancy designs for souvenir trade have also been imported by this house, and are meeting with a ready sale wherever shown. The most elegant series of the line is the "National" consisting of three patriotic designs—showing the coat of arms and national flags of England, Ireland and Scotland. Other new and fancy designs are shown, and a special feature, which should not be overlooked, is that the famous Historic card with the Royal cards showing the court costumes of the English

NERLICH & CO.

FALL AND HOLIDAY TRADE

FANCY GOODS, DOLLS, TOYS.



Latest Xmas. Novelties.

OUR TRAVELLERS

are now on the road with complete lines of samples. Write us to have one of them call on you.

OUR NEW CATALOGUE

now in hand will list everything new and desirable in our range. It will contain upwards of 1,100 illustrations. To secure a copy, you should have your name on our mailing list at once.

NERLICH & CO., 146-148 Front St. West (Opposite Union Station) TORONTO.

MONTREAL SAMPLE ROOM:

301 St. James Street (Corner Victoria Square).

FANCY GOODS AND STATIONERY—Continued

Royal Families, may now be sold at retail for 50c. At this price the sales of this beautiful novelty in playing cards should be exceptional.

NEW SOUVENIR POST CARDS. A new series of patriotic post cards has just been issued by Raphael Tuck & Sons, which are perhaps the most beautiful examples of these goods ever issued. The numbers most interesting are those showing pictures of the Royal Family of England. The cards are put up six in an envelope and retail at popular prices. No. 248 contains six cards with photos of King Edward and Queen Alexandra beautifully reproduced and surmounted with the floral emblem and crown embossed in bright colors. No. 243 contains designs showing the Duke and Duchess of Cornwall and York with the Union Jack and Royal Standard draped and embossed in colors. The Khaki and Queen numbers are also shown and the trade should write for samples to Warwick Bros. & Rutter who are sole agents for Raphael Tuck & Sons for Canada.

FANCY STATIONERY. Warwick Bros. & Rutter invite the attention of the trade to the largest and most varied assortment of staple and fancy papers, boxed in dainty and attractive boxes, they have ever submitted to the Canadian trade.

The demand for fancy boxed stationery has steadily increased the past few years until this class of goods has become one of the leading lines with the retail dealer, and, in order to meet and satisfy this demand, Warwick Bros. & Rutter have this year gathered together a collection of papeteries from which the retailer may select his stock no matter what his requirements nor how fastidious the taste of his customers.

A number of the lines are particularly worthy of special reference, and among these were noticed : "The Violets" — a beautiful lift-off box, with a floral design of wood violets on a green background ; the paper contained in the box stands upright, with the envelopes divided on either side. This style of box has become a standard line, and is shown in a variety of styles, among which are the "Dorothy," "Oriental," "Tulips," "Canadian," "Torreador," and "Pierrot." The "Pierrot" and "Canadian" contain paper and envelopes of the small Albert size for invitation or juvenile use. That in the "Torreador" is the small square shape, known as the Boudoir size. The lines "Tulips," "Violets" and "Dorothy" contain the standard octavo size, while the "Oriental" is fitted with the large square paper and oblong wallet envelopes. This line promises to be among the leaders for the coming season. All of the above styles may be had with cream stock or with assorted tints, and either ruled or plain. One of the most attractive numbers in the entire series is "The Belgravia." This box is also of a floral design, with the paper inserted in a receptacle attached to the lid, which swings on a hinge showing the paper standing upright and the envelopes prettily tied with ribbons in two rows in the box proper. The "Blue Bell," as the name implies, is another of the floral patterns and contains the popular square size of paper and may be had with cream or grey contents. The grey tint is shown in the antique finish now so much in demand. The "Regal" series is again to the fore, being shown in four sizes, Albert, Boudoir, Octavo and Regent, and contains white antique stock with wallet-shaped envelopes. The "De Luxe" series is similar to the "Regal" in size, the contents being of a delicate azure tint.

Old favorites, such as "Flaxman" and "Chippendale," have not been overlooked and will still be found among the leaders.

These lines all retail at 25c. A cheaper series consisting of four styles is made of the "Cycle," "Royal Mail," "Aquarian" and "Birds and Cherries." These lines are special values to retail at 15c., and may be had with either cream or printed stock.

In the higher-class goods a number of beautiful styles are to be seen, specially noticeable being the "Papier Ophelie," "La Fleur Moderne," "The Lohengrin" and "Renaissance Stationery." These lines all contain the popular square size known as the Empress or Regent, of the highest grades of fine stationery. The entire series is being shown by the travellers of Warwick Bros. & Rutter throughout Canada, and may be had for immediate or Fall shipment.

ALUMINUM NOTEPAPER.

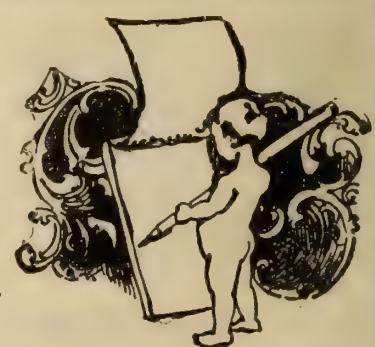
In these days paper is used in the manufacture of various things to an extent undreamt of by the grandfathers of the present generation. Articles, useful and ornamental—many of them in daily use—are manufactured in such number and variety that it would seem difficult to say what cannot be made with paper. Houses have been built with it, basins and jugs have been talked of in connection with the manufacture of heavy ordnance.

There is an amusing rumor afloat to the effect that paper has had its day, and that its successor is to be aluminum, which some people claim, can be rolled to a thickness not exceeding one two-hundred-and-fiftieth part of an inch. Thus, it is urged, the printer will be enabled to use it instead of paper. Aluminum, if reduced to the thickness of ordinary paper would be lighter, and would be invaluable for the purpose of keeping of records, in addition to which it could be easily disinfected if necessary.

In order to obtain expert opinion on the subject a Daily Chronicle representative called at the offices of the British Aluminum Company. The commercial manager stated in reply to his questions :—

"If aluminum is rolled to the thickness of ordinary paper it is impossible to obtain a greater width than two inches, owing to the brittle nature of the metal. This would be useless for newspapers. It would, perhaps, be possible to put into the same purpose as notepaper ; but, as it would cost from about twenty to thirty times as much as paper of the very best quality, it would not meet with much approval or support."

Booksellers and Stationers



cannot afford to pass us on these lines, as we are showing better values than ever — greater values than any other house in the trade :

Social Note Papers, Bill Heads, Mailing Envelopes,
Wedding Stationery, Business Envelopes, Writing Tablets,
Commercial Stationery, Document Envelopes, Pads,
Flat Papers, Pay Envelopes, Papeteries,
Paper Boxes, etc.

The Barber & Ellis Co., Limited, Toronto

POINTERS FOR PROGRESSIVE DEALERS.

WHOLESALERS are paying particular attention to their lines of school scribblers and exercise books this year, and the result is the most attractive assortment that has yet been put on the market. They say that the demand for patriotic designs in these goods is still strong and, no doubt, the visit of the Duke and Duchess of Cornwall and York will give an impetus to the sale of all such goods, particularly those in which their Royal Highnesses figure. But the demand for patriotic designs is a pretty old one now, and dealers would do well to include in their stock some of the new and unique designs which are being shown by most of the houses. Many of these are striking and well colored, and will make excellent displays.

***

Stationers who are trying to work up a tourist trade might find it to their advantage to place in stock some of the lines on which the railroad booksellers do well. For on many lines their trade is almost altogether with English and American tourists. The English tourists are great buyers of Indian novelties in the shape of souvenirs, ornaments, etc. Beaded moccasins, slippers, miniature canoes, snowshoes, etc. Indian pipes, souvenir paddles, and such things, are bought in large quantities by the tourists from the Old Country, and there is no difficulty in getting a good price on them. With the American tourists these goods are hardly sold at all. One class of goods that the two buy in common is Canadian souvenirs. Spoons with maple leaf handles, hat pins, brooches, belts with some Canadian buckles, and other things of the kind, all go well, better, probably, to the Americans than to the English, "for the Americans," to quote a dealer, "are great buyers of trinkets." There is a wide choice in these goods to be had. Lately, maple leaf designs, well colored, have been put up in every shape imaginable, and they have a good appearance. As to books, there is little difference, but in the way of magazines, the English tourist buys English magazines, while the American buys all kinds, and gives a preference to Canadian magazines while he is travelling through Canada. Although it might be considered hardly a legitimate line for stationers, the railroad newsagent carries a stock of pipes and tobacco. On the pipes he does well with the English trade, who are often surprised at the cheapness of them, compared to those in their own country. The Americans, on the other hand, think them too dear, but their trade is mostly on cigars, so there is little lost. Stationers in certain localities, near trains or boats, might, perhaps, do well on these goods.

***

Dealers in the cities are doing well on some reproductions of drawings in color of old English hunting scenes, golfing, canoeing, etc., and, indeed, many of these are really artistic productions. They can be displayed effectively at all times and make an otherwise indifferent window trim look bright and catchy. Stationers who are not handling them may do so profitably.

***

The country trade in stationery doubtless runs on a cheaper line than in the city, but that is not a good reason for the practice of many country stationers of showing to the public nothing but the cheapest and plainest class of goods. If there is any desire to get customers to use better stationery, and to work up a trade in the fine or fancy makes, the way to do it is to keep such goods before them continually, instead of the commoner lines. Cheap stationery is seldom put up in a way to catch the eye of the customer, while the better class goods are nearly always done up and boxed tastefully, and in a manner that will allow them to make an attractive display. Educating customers along this line should materially increase the dealer's sales in the best class of goods.

***

Canadian cheap editions of the selling novels of the day are being advertised by some city booksellers by large printed cards in the windows, reading:

> "Ask for Canadian cheap editions of the popular novels. We sell them at less than one-half the American price."

This method of advertising should be particularly fruitful this year when so many American as well as Canadian tourists are visiting the different points in Canada. The American editions of these novels are not published in cheap, paper-covered form, about $1.50 being the lowest for which they can be bought there, so that there should be a good demand for these cheap Canadian editions.

C.G.H.

SUMMER CATALOGUE.

"Pages of Pleasure" is the title given to The Copp, Clark Co.'s book catalogue for the Summer season. A very attractive and readable booklet it is; apt to stimulate interest in current books; and, what is probably of greater moment to the bookseller, pretty certain to induce buying. In typographical arrangement, size and embellishment the catalogue is as taking a piece of work as has lately appeared. The trade should have a number ready to hand to inquiring customers across the counter.

Leather Goods.

This is a special and **Greatly Developed Department** of our business.

We manufacture and have now in stock a very superior line of

**PURSES, WALLETS,
LETTER and CARD CASES,
PORTFOLIOS, MUSIC ROLLS,
PHOTOGRAPH CASES,
DRESSING CASES,
LADIES' WRIST BAGS, Etc.**

Our New Line of

Chatelaine Bags



Now a necessity to every lady.

Surpass anything hitherto made.

We have them in all the

NEW MAKES and STYLES of LEATHER.

SEAL,
RUSSIA SEAL,
MOROCCO,
WALRUS,
HIPPO.,
RHINO., Etc.

With the **newest** and **finest** of **frames.**

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

**51-53 Wellington Street West,
TORONTO.**

WALL PAPER AND DECORATIONS.

FEW people, even among the wall paper trade, have any idea of the immense amount of labor, forethought, judgment and capital involved in this undertaking, especially when such a concern as that of The Watson, Foster Co., Limited, is in question. As the matter is one of general interest, we give an outline of the remarks upon the subject by one of the company's staff, and facts concerning their range for the coming season now on the road.

It appears to be no small proposition to start the manufacture of wall paper, especially in a country like ours, with its limited population, as four or five times the number of patterns is required compared to a field like the United States, where a manufacturer can obtain a much larger run on a design, and secure employment of his machines on comparatively few patterns. The advantage to the home buyer of such a line as The Watson, Foster Co. offer this season, comprising over 140 original patterns, in nearly 2,000 colorings, is obvious, as he finds everything he requires in one house, thus securing quantity discounts and other recognized advantages.

The selection of designs and cutting of blocks begins a year before the samples are ready for inspection, and two years before the goods are delivered and paid for, involving the use of large capital. But the variety of patterns shown by this company necessitates this early start, and block cutters in Canada, New York, Scotland, etc., are employed to produce the rollers in time for sampling, which occupies three months. The designs themselves are selected from, or ideas carried out by, professional designers, as a rule, but many of the most successful patterns of last season were adopted from such sources as the Lyons Pattern Syndicate of Silks and Cretonnes, which show the latest ideas in decorative textures, and in wall papers reproduce most charming and artistic effects. Years ago it was customary to buy some of the previous season's patterns from American manufacturers, but that custom is practically reversed, The Watson Foster Co. preferring exclusive designs to any used by other factories.

For the coming season the company will offer many decidedly original ideas, among them a most effective ingrain frieze representing the British coat-of-arms, which is the perfection of detail and correct coloring, to which special reference is made by them below, and to which we refer every dealer, especially in view of the coming visit of the Duke of York, during which decorations of this character will find active demand.

The company's general line for 1901-2 will contain many novelties, all within the reach of the average dealer, who, of late, has found it profitable to stock a few advanced and progressive effects; he finds that people are able to appreciate and willing to pay for good things. Half the houses in the country to-day are turning out washed-out, meaningless colorings, and there exists a wide field for the introduction of new and stronger ideas in decoration.

With a view of demonstrating this, The Watson, Foster Co. propose illustrating in miniature some of these effects, for use by their customers when offering these patterns for sale. The idea is certain to influence largely the demand for these designs. Ingrains will be stronger than ever. Thirteen new friezes will appear with new shades, added to the twenty-five shown last season. A small book of shades will be mailed at once upon request.

Travellers are now on the road and dealers are asked to place their orders early, thus securing complete and early delivery, thereby being in a position to encourage their customers to decorate in the Fall, which a great many are now doing.

Late buying means a much reduced pattern range, and often unsatisfactory delivery, as many dealers know from experience last year.

Finally, strong in the conviction that they are offering the best line in the market, they confidently await the confirmation of the trade.

A BEAUTIFUL CANADIAN PRODUCTION.

The Watson, Foster Co., Limited, call special attention to this exceptionally beautiful production. In view of the approaching visit of Royalty in September, and the certainty of a generous use of national insignia at that time, the company are arranging to fill all early orders for this decoration in time for its employment at that date.

The idea itself is unique and timely, but the execution, in drawing, cutting, coloring and printing, together with the general effect of this frieze, challenges criticism, and the company are rather proud of their ability to produce it as described.

This is a pattern which can never change, and may be safely stocked with numerous objects in view, but an immediate purpose will suggest itself to every wide-awake dealer, in the universal celebration of the Duke of York's visit, to which we have referred.

A large demand is anticipated, but supply for such early delivery must be limited to those who order it at an early date.

THE RETAIL WALL PAPER TRADE.

Editor "Bookseller and Stationer": I have been much interested in the many able articles lately appearing in your excellent magazine re the school book question, and while fully recognizing the dangers which threaten us as a body of business men if this portion of our trade is taken from us by Government interference without any compensation, I see other dangers and grievances that can be remedied by a little co-operation and union which, unfortunately, is sadly lacking among us as a class. Few recognize that our existence as a separate branch of business depends upon our vigilance in defending our rights now and so far as we can safeguard the future that our means of living may not be taken from us.

Among the evils, one of the greatest we have to contend with, is the unscrupulous competition of the department stores in the wall paper department of our business aided and abetted by the manufacturers who are mainly responsible for this state of affairs, the manufacturers using these stores as dumping grounds for their surplus stock at the end of the season at job prices, while they refuse to supply the general trade on the same terms. In stating these facts I am not giving expression to or airing an



NATIONAL (12 color) FRIEZE, matching 27 INGRAIN Shades.

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

PAST EXPERIENCE
IN SUCCESSFULLY MEETING THE WANTS OF THE TRADE.

PRESENT EQUIPMENT
AND ORGANIZATION, AND THE MOST EFFECTIVE AND COMPREHENSIVE LINE OF WALL PAPERS AND INGRAIN FRIEZES YET PRODUCED.

——THIS IS OUR CLAIM TO——

FUTURE SUCCESS
DURING THE COMING SEASON OF 1901-1902.

OUR NEW BOOKS ARE READY, AND CONTAIN SUCH A VARIETY OF DESIGN AND COLOR EFFECT IN ALL STANDARD GRADES, **VARNISHED GILTS, SILKS, TAPESTRIES,** AND **INGRAINS,** THAT THE FULL REQUIREMENTS OF THE LARGEST DEALER SHOULD BE AMPLY SATISFIED, AND INCREASED BUSINESS RESULT.

JULY

WALL PAPER AND DECORATIONS—Cont'd.

imaginary grievance, as many times when visiting the city I have seen department store windows with an exhibit of wall papers from our Canadian factories priced at 1c., 1 1-2c. and 2c. less than I have paid for the same papers.

Unfortunately samples of these cut-price papers are sent broadcast over the country, and those who receive them in many cases compare them with the same goods in their own town stores for which they have been asked regular retail prices, and get the impression that they have been robbed and that the average bookseller is little better than a thief for asking such prices.

That this is an injustice the factories will all have to admit, knowing as they do that not one of them would live for six months if deprived of the profit coming from the business they do with the general retail trade.

I would like to hear what the members of the trade would suggest as remedies for these evils.

WESTERN BOOKSELLER.

June 7, 1901.

(This letter contains a grave charge, contained in the words "the manufacturers using these stores as dumping grounds for their surplus stock at the end of the season at job prices, while they refuse to supply the general trade on the same terms." The complaint, then, is really about the department stores cutting prices at the end of the season. Does our correspondent not do the same thing? If he does not then he is an exception in the trade, for all dealers in wall paper know that few patterns run successfully through two seasons and that it pays them better to clear out at less than cost rather than carry the stocks over. The department stores do this as well as the ordinary retailers, and the manufacturers of wall paper have no more power to deter the former than the latter. This clearance sale policy is a grievance, yet it is not without its good features. At any rate it will continue as long as business.

But our correspondent may also have seen some job lots that came from the manufacturers. We are informed that in the factory stockrooms there are left over stocks just as there are in the retail store, and similarly we would argue that the manufacturer would be foolish if he did not try to get his own out of them. They are sold, we believe, at a discount of about 25 to 35 per cent. and can be procured by any dealer. Of course, the department stores often times take them because they have a larger output; they can take a large job lot and pay cash. But the reduction does not amount to 3c. It is nearer 1c. to 2c. a roll.

Although the letter does not say so explicitly, it might be taken to imply that the wall paper manufacturers grant preferences to department stores. This is contrary to facts, for the three Canadian factories have banded themselves together to prevent such a happening and only one price is in use.

The retailer finds himself protected while the season is at its height, while at the tag end, as in every business, the market is not satisfactory. The man that invents a cure will be a genius.—Editor).

STAUNTONS LIMITED — NEW SAMPLES NOW READY.

A look through the new Staunton samples for 1902 will repay anyone interested in wall paper. No one is likely to be afflicted with "that tired feeling" when examining this collection; the designs are so graceful and the colorings and new ideas so refreshing that one actually regrets when the last book from the two big trunks is finished with. The samples will appeal to the commercial instinct of the dealer and also to the sense of the artistic and the beautiful in those whose homes are to be decorated.

On being asked the principal characteristic of the new season's samples, the representative of Stauntons Limited, replied that the line was a distinctly popular one in every respect, and that even in their novelties special care had been taken not to reach too far ahead of the times, for, no matter how much a paper may be admired, if it is too extreme in design or coloring, it does not meet with a ready sale.

It is not practicable for us to give a detailed description of the Messrs. Stauntons extensive line of wall papers, which cover a very wide range, but we may say in a word that all the present popular styles are represented, and the charming color schemes shown in all their patterns, bear evidence of good taste and practical knowledge of color harmony. The firm, show, in addition to many other styles, some handsome Oriental and heraldic designs -Louis XIV., XV., XVI., and Empire patterns—tapestries, burlaps, denims and other textile effects—English and French florals, chintzes and cretonnes—Floral, ornamental and plain stripes, and many attractive novelties in self-tone colorings in small detached figures, etc.

The silk papers are really beautiful creations; several books of these goods are shown, and for parlor and boudoir decoration these papers cannot be surpassed. Two patterns among these especially noteworthy are the "Rowsley," a large climbing rose in beautiful colorings, and the "Harrington," a stripe and festoon design in two colors with a large floral frieze decidedly English in its conception.

The ingrain combinations form a very attractive portion of the company's offering and will command a ready sale.

In the lower-priced papers every possible want appears to have been provided for, and in variety of design and coloring the collection is larger and better than ever.

Prices have been carefully considered and closer quotations on many lines will delight the dealer who buys from this house. In some lines of goods and in borders the reduction in prices is very considerable.

The company's salesmen are now on the road in every Province and already most satisfactory orders are coming in.

HANGING STIFF WALL COVERINGS.

Many decorators have experienced more or less difficulty in securing a satisfactory result in hanging Lincrusta Walton and Japanese leather.

An excellent composition for affixing is made by mixing raw linseed oil and plaster of Paris, in proportions of a pint to four pounds. This should be rubbed thoroughly through a sieve. Then one pound of white glue, previously boiled in a gallon and a half of water, should be poured in, stirring occasionally while cooling, to insure thorough mixing.

If Lincrusta is to be hung in cold weather it should be placed in a warm room until the chill is removed. The edges should be trimmed with a sharp leather cutter's knife and a steel straight edge.

After applying the composition above mentioned, the Lincrusta should immediately be placed on the wall. Great care should be taken to jam the edges close together, rubbing them with a good stiff short-haired brush, or a soft rubber roller.

As a substitute for the composition stated, a mixture consisting of two-thirds ordinary flour paste and one-third of glue, is sometimes employed. Japanese leathers are hung with either of these pastes, but it is necessary that it should be as thick as possible. Some decorators who have had little experience in this work, soak the material too long, in consideration of the thickness of the substance as compared with common wall paper. This is a serious mistake, and much bad work has resulted from just this error.—Upholstering Trade Review.

NOTES OF CANADIAN TRADE

M. E. O'Gorman, of Pembroke, Ont., was in Toronto for a few days last week, buying books and school supplies for September school-opening. Mr. O'Gorman reports trade good in his town.

Henry Short & Sons, dealers in sporting goods, Victoria, B.C., have dissolved.

Hughes & Co., dealers in wall paper, etc., Toronto, are offering to compromise.

The stock of C. F. Dawson, a Montreal stationer, was damaged by water; insured.

Peter Murphy, jr., has registered as P. Murphy, jr., & Co., booksellers, etc., Montreal.

Mrs. M. T. Taylor, bookseller and stationer, Bridgewater, N.S., has sold out and given up business.

Joseph Eveleigh has registered as R. N. Scott & Co., wholesale fancy goods dealers and jewellers, Montreal.

The stock of Linton Bros., stationers, etc., Rossland, B.C., was damaged by water to the extent of about $500.

J. A. Langlois & Fils, booksellers, etc., Quebec, have dissolved, and the firm have been registered under the same style.

The stock of the estate of E. N. Hunt, dealer in wall paper, pictures, etc., London, Ont., has been sold to Geo. C. Jolly.

W. J. F. Mallagh has purchased the book and stationery business of G. B. Salmond, of Brantford, Ont., and is carrying on the same at the old stand.

The wholesale business of MacDougall, MacKeen & Co., wholesale and retail stationers, Halifax, has been transferred to The MacDougall Co., Limited, and the retail business to G. K. MacKeen.

Through the dissolution of the firm of Cochrane & Plaunt, druggists and stationers, Renfrew, Ont., loses one of its enterprising men in the senior partner of the firm, Mr. Wm. Cochrane. For the past year Mr. Cochrane has been a member of the town council. During the five or six years of the firm's existence they have won many friends, and under the new management of Mr. Plaunt confidence is felt that the same success will follow the establishment.

St. Thomas public library will be kept open for three months during the following hours: 9.30 a.m. to 12 noon, 2 p.m. to 5 p.m.

STAUNTON
Wall Papers



Our Travellers

Are all away making a "bee" line for you with the best line of samples they've ever carried.

Best in variety—best in quality—best in colour effects—best in designs.

The line will sell at sight on its merits—with reduced prices on many of the leaders to make it more interesting to you.

Hold your orders!

Wait for the "Staunton" man.

STAUNTONS Limited

Formerly M. Staunton & Co

Wall Paper Manufacturers

Toronto

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "Eben Holden," by I. Bacheller. Briggs.
2. "The Crisis," by W. Churchill. Copp.
3. "Visits of Elizabeth," by E. Glyn. Morang.
4. "Good Red Earth," by E. Phillpotts. Gage.
5. "Helmet of Navarre," by B. Runkle. Copp.

CHARLOTTETOWN.

1. "The Crisis," by W. Churchill. Copp.
2. "God's Puppets," by I. Clark. Gage.
3. "Babs the Impossible," by S. Grand. Briggs.
4. "Joscelyn Cheshire," by S. B. Kennedy. Gage.
5. "My Indian Queen," by G. Boothby. Ward, Lock.
6. "Helmet of Navarre," by B. Runkle. Copp.

FREDERICTON.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Penlope's Irish Experiences," by K. D. Wiggin. Houghton, Mifflin.
3. "The Crisis," by W. Churchill. Copp.
4. "Alice of Old Vincennes," by M. Thompson. Briggs.
5. "Eben Holden," by I. Bacheller. Briggs.
6. "Visits of Elizabeth," by E. Glyn. Morang.

GUELPH.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "God's Puppets," by I. Clark. Gage.
4. "Sirius," by E. T. Fowler. Gage.
5. "Visits of Elizabeth," by E. Glyn. Morang.
6. "Joscelyn Cheshire," by S. B. Kennedy. Gage.

HALIFAX.

1. "Cardinal's Snuff Box," by H. Harland. McLeod.
2. "Babs the Impossible," by S. Grand. Briggs.
3. "The Crisis," by W. Churchill. Copp.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Mistress Nell," by G. C. Hazelton. Copp.
6. "Eben Holden," by I. Bacheller. Briggs.

HAMILTON.

1. "God's Puppets," by I. Clark. Gage.
2. "Observations of Henry," by J. K. Jerome. Copp.
3. "Eben Holden," by I. Bacheller. Briggs.
4. "Eleanor," by Mrs. Ward. Briggs.
5. "Lest We Forget," by J. Hocking. Briggs.
6. "Visits of Elizabeth," by E. Glyn. Morang.

KINGSTON.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.
4. "God's Puppets," by I. Clark. Gage.
5. "Mistress Nell," by G. C. Hazelton. Copp.
6. "Visits of Elizabeth," by E. Glyn. Morang.

MONTREAL.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "Joscelyn Cheshire," by S. B. Kennedy. Gage.
4. "Lords of the North," by A. C. Laut. Briggs.
5. "Graustark," by G. B. McCutcheon. McLeod.
6. Babs the Impossible," by S. Grand. Briggs.

MONCTON.

1. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "The Crisis," by W. Churchill. Copp.
4. "The Eternal Quest," by J. A. Stewart. Briggs.
5. "Babs the Impossible," by S. Grand. Briggs.
6. "God's Puppets," by I. Clark. Gage.

OTTAWA.

1. "The Crisis," by W. Churchill. Copp.
2. "Lords of the North," by A. C. Laut. Briggs.
3. "God's Puppets," by I. Clark. Gage.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.
6. "Pro Patria," by M. Pemberton. Copp.

PETERBORO'.

1. "Lest We Forget," by J. Hocking. Briggs.
2. "Eben Holden," by I. Bacheller. Briggs.
3. "The Crisis," by W. Churchill. Copp.
4. "Joscelyn Cheshire," by S. B. Kennedy. Gage.
5. "Helmet of Navarre," by B. Runkle. Copp.
6. "Her Mountain Lover," by H. Garland. Copp.

STRATFORD.

1. "The Octopus," by F. Norris. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "God's Puppets," by I. Clark. Gage.
4. "Every Inch a King," by J. C. Sawyer. Morang.
5. "Five Years of My Life," by Dreyfus. Morang.
6. "Alice of Old Vincennes," by M. Thompson. Briggs.

ST. JOHN.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Graustark," by G. B. McCutcheon. McLeod.
3. "A Missing Hero," by Mrs. Alexander. McLeod.
4. "God's Puppets," by I. Clark. Gage.
5. "The King of Honey Islands," by M Thompson. Briggs.
6. "The Crisis," by W. Churchill. Copp.

TORONTO.

1. "The Crisis," by W. Churchill. Copp.
2. "Graustark," by G. B. McCutcheon. McLeod.
3. "Sirius," by T. Fowler. Gage.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Days Like These," by Townsend. Langton & Hall.
6. "War's Brighter Side," by J. Ralph. Pearson.

VANCOUVER.

1. "The Crisis," by W Churchill. Copp.
2. "Pro Partia," by M. Pemberton. Copp.
3. "Visits of Elizabeth," by E. Glyn. Morang.
4. "Her Mountain Lover," by H. Garland. Copp.
5. "Graustark," by G. B. McCutcheon. McLeod.
6. "Helmet of Navarre," by B. Runkle. Copp.

WINNIPEG.

1. "The Crisis," by W. Churchill. Copp.
2. "Her Mountain Lover," by H. Garland. Copp.
3. "Eben Holden," by I. Bacheller. Briggs.
4. "Graustark," by G. B. McCutcheon. McLeod.
5. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.
6. { "Visits of Elizabeth," by E. Glyn. Morang. "Doom Castle," by N. Munro. Copp.

CANADIAN SUMMARY.

	Points.
1. "The Crisis"	128
2. "Helmet of Navarre"	88
3. "God's Puppets"	55
4. "Eben Holden"	41
5. "Visits of Elizabeth"	35
6 "Graustark"	32

UNITED STATES.

1. "Helmet of Navarre," by B. Runkle. The Century Co.
2. "The Crisis," by W. Churchill. Macmillan.
3. "Alice of Old Vincennes," by M. Thompson. Bowen-Merrill Co.
4. "Visits of Elizabeth," by E. Glyn. Lane.
5. "The Puppet Crown," by McGrath. Bowen-Merrill Co.
6. "The Octopus," by Norris. Doubleday, Page & Co.

ENGLAND.

1. "Babs the Impossible," by S. Grand. Hutchison, 6s.
2. "The Eternal Quest," by J. A. Stewart. Hutchison, 6s.
3. "Cinders," by M. Mathers. Pearson, 6s.
4. "Her Majesty's Minister, by W. Le Queux. Hodder, 6s.
5. "Cardinal's Snuff Box," by H. Harland. Lane, 6s.
6. "Helmet of Navarre," B. Runkle. Macmillan, 6s.

SCOTLAND.

1. "Sirius," by S. T. Fowler. Hodder, 6s.
2. "Mystery of Clasped Hands," by G. Boothby. White, 5s.
3. "Lysbeth," by H. R. Haggard. Longman, 6s.
4. "Her Majesty's Minister," by W. Le Queux. Hodder, 6s.
5. "The Silver Skull," by S. R. Crockett. Smith, 6s.
6. "Five Years of My Life," by Dreyfus. Newnes, 6s. net.

INDEX TO ADVERTISEMENTS.

	page.
Barber & Bros., Wm	15
Barber & Ellis Co., Limited	18
Black, A. & C.	10
Briggs, William	9
Brown Bros., Limited	1, 19
Buntin, Gillies & Co.	Outside back cover
Burge, Warren & Ridgley	1
Castell Bros., Limited	Outside back cover
Confederation Life Association	Outside back cover
Copp, Clark Co., Limited, The	2, 7
Curry, George	15
Desbarats Advertising Agency	17
Dixon Crucible Co., Jos.	Outside front cover
Gage & Co., Limited, W. J	9
Gillott, Joseph	1
Kelk, F. & E. W	11
Levy & Co.	15
Morang & Co., Geo. N.	7
Morton, Phillips & Co.	1
Nerlich & Co.	17
Payson's Indelible Ink	1
Pirie & Sons, Limited, Alex.	1
Publishers' Syndicate, Limited, The	6
Revell Co., Fleming H	7
Roberts' Advertising Agency	1
Standard Crayon Co.	15
Stauntons, Limited	23
Turkish Steel Pen Co.	1
Watson, Foster Co., Limited, The	21
Warwick Bros. & Rutter	Inside front cover, 1
Western Assurance Co.	1
Whyte & Son, A.	15

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

The Canadian Grocer.

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

Hardware and Metal.

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

The Dry Goods Review.

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

The Military Gazette.

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

The Printer and Publisher.

Official organ of the Canadian Press Association and The Employing Printers' Association.

The Bookseller and Stationer.

The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co. LIMITED

MONTREAL and TORONTO.

BEFORE PLACING ORDERS FOR

School Supplies

Text Books
Copy Books
Drawing Books
Scribblers
Exercise Books
Crayons
Slates
Slate Pencils
Lead Pencils
Pens
Ink
Foolscap, all rulings
Tablets, Etc., etc., etc.

SEE OUR LINE!

You can save money by corresponding with

Buntin, Gillies & Co.

HAMILTON.

Eastern Office
21 Mechanics' Building
St. James St., - MONTREAL.

Careful attention to Mail Orders.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.
W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.
W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE. - TORONTO.

Castell Brothers

LIMITED

Wholesale Stationers,

LONDON, ENGLAND,

desire to inform the trade that they have appointed

THE COPP, CLARK CO., Limited
64-66 Front Street West,
TORONTO,

Canadian Agents for the sale of

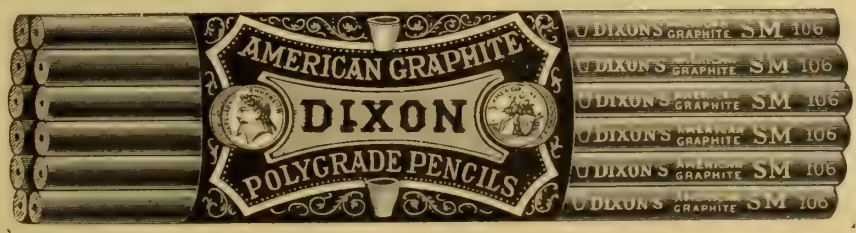
Plashwater Weir Mill

registered as a trade mark for writing paper in Canada.

Castell Brothers will institute legal proceedings against any firms, whether wholesale or retailers, who infringe their rights by supplying paper with this title not emanating from their establishment.

BOOKSELLER AND STATIONER

AUGUST



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

BOOKS. STATIONERY. FANCY GOODS ETC.

THE McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL.

A.H. HOWARD - DESIGNER

New Fall Stationery.

OUR SERIES of Fancy Papeteries for the coming season includes the newest and choicest effects yet produced in Fancy Boxed Stationery. The following are a few of the special numbers, which retail at popular prices :

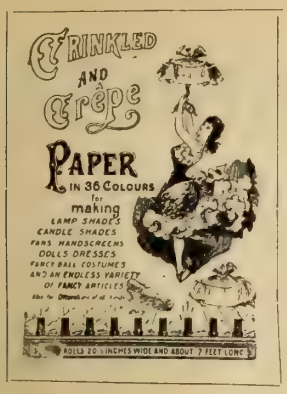
Belgravia	De Luxe	Canadian
Blue Bell	Tulips	Royal Mail
Violets	Pierrot	Acquarian
Dorothy	Chippendale	Primula
Oriental	Flaxman	Cycle
Regal	Honeysuckle	Sweet Pea
Poppy	Geranium	Clematis

THE RANGE is made up of boxes containing all the popular styles and sizes now so much in demand, and while we endeavor to anticipate the requirements of the trade, the supply of some of the leading numbers is always limited. Orders should be placed early. Our travellers are now showing samples of the complete series.

Warwick Bro's & Rutter

MANUFACTURERS AND IMPORTING STATIONERS,

TORONTO.



Patriotic Streamers

for the

ROYAL VISIT

In stripes of Red, White and Blue, 6 inches wide and 4 feet long. Also

Crêpe Paper

in same colors, 20 inches wide and 7½ feet long. Crepe Paper makes the cheapest and most effective decorations.

For sale by all Wholesale Stationers.

To Canadian Booksellers.

Before making up your final orders for English publishers, be sure to secure S. W. PARTRIDGE & CO'S catalogues and lists of new books for the coming season. S. W. PARTRIDGE & CO. can offer specially low rates for really high-class productions.

For Artistic Bindings, Charming Designs, Exquisite Pictures, you can get no better books than PARTRIDGE'S.

S. W. PARTRIDGE & CO.,

8 and 9 PATERNOSTER ROW - LONDON, ENG.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-Presidne
C. C. Foster, Secretary.

'GRAND PRIX,'' PARIS, 1900. The highest possible Award.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

We are the oldest Manufacturers of : :

STYLO. AND FOUNTAIN PENS

in Great Britain.

Have been over 20 years in the line and should know something about it.
We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.
To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.
If our patterns are not right for your market, we will make up any style or size to suit requirements.
The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, **LONDON, E.C., ENG.**

The Copp, Clark Co., Limited

ANNOUNCEMENT

To Customers Concerning Certain Lines

of More than Ordinary Interest.

Games	Papeteries	Toilet Papers	Novelties	Flags
Do Not Order until you have seen **Our Travellers,** who start out with complete samples early in September. Write for new Catalogue of Games and Fancy Goods.	**Immense Assortment** **10 Cent** **15 Cent** **25 Cent** **50 Cent** **Lines:** Imperial, Chromo, Sunrise. ◆◆ Alma Mater, Hiawatha, Springtime. ◆◆ Blue Danube, Ye Englyshe. ◆◆ Alpine Silk Fibre.	**Leaders** of **Extra Value:** **Rolls** Per Case. Gem - - $3 00 Countess 5.00 Ideal - - 5 75 **Packets** Daisy - - $4 50 Rose - - 5.50 Climax - 6.00 ◆◆ Good quality Manilla, Attractively Wrapped.	**Travelling Inks** New Shapes: Barrel, Ink Bottle, Weight, Rough-Rider Hat, Flag Top, Bottle. **Telescopes.** **Fancy Rubber Balls,** in Imitation of Fruits: Apples, Oranges, Lemons. **New Sponge Worsted Balls,** 5, 10, 15, 25 cent sizes. **Rubber Balloons,** Bagpipes, German Sausage, Chinaman.	**The visit** of the **Duke** and **Duchess of York** will mean **Large Sales.** ◆◆ **Be Sure** and send **Your Orders Early** to insure delivery. Also **Tissue Decorations, Lanterns** and **Garlands.** **Patriotic Horns.** ◆◆ **Remember! Bainbridge American Crepe Tissue.**

When in the City—Call and See—Our Snaps—In Fancy Goods, Albums, etc.

LIBERAL DISCOUNTS TO CLEAR.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, AUGUST, 1901. No. 8.

TOPICS OF TRADE INTEREST.

What with socialist attempts to provide school children with free text books (thus doing away with the regular dealer altogether); what, with some of the recent slaughtering of new fiction by department stores, the booksellers may well ask themselves what the outcome is going to be. The Toronto papers a few days ago contained the advertisement of a big department store offering a list of new novels—the latest Canadian copyrights at 88c. in cloth and in paper at 48c. We notice that over 20 of these are the latest novels issued in Canadian editions, and bought by the retailer at 50 and 55c. in paper. Clearly, therefore, the department store was selling them at less than cost. True, the advertisement said it was a "stock-taking sale" and that there was only a supply of 600 copies to dispose of. But even that supply would do the regular trade out of a number of sales. Besides a bid is made for mail orders by the addition of 6c. for postage. An out-of-town reader could thus get a paper-bound copy of "The Crisis" for 54c.! Now, how can the bookseller doing a legitimate business stand competition like this? It is all very well to say that "competition is the life of trade," that "people want cheap goods and won't stand interference with department stores," etc., etc. But we believe that competition of this sort is distinctly injurious and can be prevented by organized effort. We can see no great difficulty in the bookselling trade meeting and providing a remedy. They have the example of the English and United States publishers to guide them. The system of net books has been adopted in both countries for the purpose (in England) of doing away with the discounts, and in the States to stop department cutting. So far, in the States, it seems to work well. The Publisher's Weekly says:

SLAUGHTER PRICES FOR NEW NOVELS.

> On the whole, the trade is to be congratulated the success which the publishers plan has already achieved, as the circular letter from the American Publishers' Association states the case that the "troubles" have been phenomenally small—especially in contrast with the sharp and prolonged contest in England, where a London underseller kept up a running fight for more than a year. The progress of the plan shows the wisdom of putting it into operation in the beginning of the dull, rather than at the commencement of the busy season, and, it is to be hoped, that when the Fall activities commence, even the few opposed to the plan will recognize the wisdom of "falling into line." A frank reversal of opinion, after further investigation of trade sentiments, by a journal which aims particularly to represent the department stores, is one of the best evidences that the reform is in the right direction.

***

Since our last issue a bitter controversy has sprung up in the daily press of Ontario upon the question of the publication of the Ontario readers. The party newspapers have succeeded in turning it into a matter of party politics, and this precludes a trade journal like "The Bookseller and Stationer" from dealing freely with the subject, which is, as it seems to us, more a matter of politics than of business. The aspects of the whole text-book question which are of primary concern to the trade are:

THE SCHOOL TEXT BOOK DISPUTE.

1st. That the present tendency in some quarters to provide text books free to pupils should be resisted. This would do away with both publishers and booksellers. It would be a foolish and unbusinesslike proceeding, because Governments exist to administer public affairs, and not to compete with existing industries now in private hands. Governments could not expect to do a publishing or bookselling business as efficiently and satisfactorily as private firms do it at present. For the same reason we object to municipal school boards supplying their text books free. They are not elected to do such work, but to administer the schools. Parents who elect school trustees should be made to see this. There is no necessary connection between free education and free books, any more than that the pupils while at school should receive free clothes, free lunches, and free soap and water. If this kind of thing spreads the public school system will become absolutely discredited. Parents with independence of character who are willing to support their own children will take them away from the public schools to prevent them being pauperized at the State expense and send them to private schools.

2nd. We are strongly of opinion that a reorganization of the system of changes in text books should take place. When changes are necessary due notice of them should be given. This is only fair to the trade and is in no way unfair to the public. The present system is unjust to the bookselling and bookpublishing trades, and we fail to see who benefits by it. We believe that a conference of bookmen with the Minister of Education should take place to arrange the details of a plan fair to all. Every effort that "The Bookseller and Stationer" can make to improve matters will be made, but, in the end, an organization of the trade must take place or no definite reforms will result.

The wider questions of politics, such as what party shall be in power, who shall be Minister of Education, what publishers shall do the necessary work for the Minister—these are clearly political not trade questions, and with them the electors of Ontario as a body and the members they send to the Legislature must deal.

***

One of the current complaints of bookmen is that there are too many books being issued. One hears it from every quarter—

from readers, booksellers, and publishers. Of course, there is ground for the criticism.

TOO MANY BOOKS?

The output of books, especially fiction, has vastly increased in recent years. From the bookseller's and publisher's points of view fewer novels by good writers would be more profitable as being easier to push. But readers are more exacting than they used to be. They demand a larger range to choose from. They consume more novels than was formerly the case. There is more reading on trains owing to the improved lighting and comfort of railway trains. Shorter hours of labor and increased education also promote reading. So do free libraries. The bookseller's task is harder, because he is forced against his will to carry a larger stock, and when the demand for a certain novel subsides any copies left over are so much dead stock. What remedy is there for this? We fear it is, like so many other features of present-day business, one of the inevitable developments of 20th century trade. It must be met by new methods. The dealer will have to devise new plans to reach the class of book-buyers. More direct solicitation is bound to come. Some dealers do well with circulars. But circulars and booklets have their limit. By engaging a bright assistant, who will wait upon customers at their own offices and houses with a dozen of the latest books, increased sales should be made. Books, too, might be sold more on the instalment plan. To wait in the store in the hope of catching the customer when he comes in is not so effective as it was. Books are a luxury. People must be coaxed to buy them. The bookseller represents the highest class of merchant and some of these new plans for capturing trade may be repugnant to his sense of the fitness of things. But we do not see how, under the new conditions, they can be avoided.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, report the following pieces of music to sell best:

1. "March Electrique"; piano, by Berger.
2. "His Majesty the King"; song, by St. Quentin.
3. "Heroes and Gentlemen"; song, by Peskett.
4. "Violets"; song, by Ellen Wright.
5. "A Frangesa"; march, by Costa.
6. "Heavenly Promise"; song, by Collingwood.

Whaley, Royce & Co., Limited, are having the best sales on these:

1. "Good-Bye, Dolly Gray"; song, by Paul Barnes.
2. "White Rats' March"; piano, by Proyer.
3. "The Strollers"; march and two-step, by Chasseur.
4. "Honky Dory"; cake-walk, by Holzmann.
5. "Viola"; waltz, by Gustin.
6. "Salome"; piano, by Loraine.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

AMONG the books bequeathed to The Toronto Public Library by Rev. Dr. Scadding is a rare Canadian Arithmetic, prepared by Bishop Strachan when he was master of the Cornwall Grammar School. Its imprint is that of Nahum Mower, Montreal, 1807.

Miss Molly Seawell, the authoress of "The House of Egremont," "Lady Beth Stair," "Life of Paul Jones," etc., accompanied by her sister was in Toronto last month on her way down the St. Lawrence. Miss Seawell is a Virginian girl and lives in Washington.

The new volume of the Nova Scotia Historical Society (Vol, XI.) for 1899-1900, is wholly taken up with Dr. James Hanney's "The War of 1812," with index.

The Vancouver Library Board have passed a resolution urging the city council to frame a by-law for submission to the ratepayers authorizing the purchase of a site for the new library toward which Andrew Carnegie has promised $50,000.

NEW RULES AT DUNDAS

The books in the Dundas Library are valued at $5,500. The committee has framed new rules. The library will be closed all day on Tuesdays and Thursdays during July and August. Hereafter a list will be published of all persons who keep books out over the regulation time, viz., two weeks; also all for stated periods up to three months and over. The hours when the library will be open are as follows: 10.30 to 12 a.m., 3 to 5 p.m., 7 to 8.30 p.m. Hereafter the librarian shall report each month how often she has been absent, late, and name of substitute; the librarian shall not appoint a substitute, but when absent shall appoint one of two or three persons to be named by the board as her substitute. Regarding papers, dailies shall remain in the reading room one week, weekly papers one month, and monthly periodicals until next issue is placed on fyle. The reading room is to be open every day except Sunday.

IMPROVEMENTS AT WESTMOUNT.

The public library at Westmount, Montreal, has adopted several new rules. For instance, new books, that is, those issued in 1900 and 1901, are not renewable. A request system has been adopted, whereby a person may leave a request for any book owned by the library, with one cent to cover cost of postage. The librarian will then inform them by post card that the desired book is returned to the library and will be held for them 24 hours. Should they fail to call for it it goes to the next borrower. The librarian hopes to introduce birthday tables, bulletin boards, and other modern library ideas.

The card catalogue will be kept up to date, no book going out until it has a card in the cabinet. The librarian is Miss Mary Saxe, a graduate in the library course at Forbes' Library, Smith College, Northampton, Mass., a niece of John G. Saxe, the New England poet, and a sister of Charles Saxe, architect, Montreal.

THE KING'S LIBRARY.

Edward VII. is taking great interest in his library at Windsor, which contains 100,000 volumes and is a fine collection. The library is a set of rooms in the North Terrace at the Castle. It is seldom shown to anyone but the Royal family and other guests. George II. and George III. gave their books to the British Museum so that the present collection dates practically from about 1830. The Prince Consort added greatly to it. The library includes all that is best in modern literature, the classics, and many priceless books centuries old. Glass cases contain manuscripts and other curios. There is the Bible which Charles I took to the scaffold with him, the same King's copy of Shakespeare, an original copy of Spenser's "Faëry Queen," a letter of indulgence from Leo X., papyri from Herculaneum, and so forth. There is a famous collection of prints and engravings. At one window, overlooking the terrace, Queen Ann was drinking tea when the news of Blenheim reached her. Another room was the bedchamber of Queen Henrietta, Charles I.'s wife, and another was used by Queen Elizabeth as a picture gallery. The librarian is Richard Rivington Holmes, who began library work in the British Museum.

A LONDON PUBLISHER'S PLAN.

Mr. Heinemann, the London publisher, has announced that he will send any book in his catalogue to anyone in the United Kingdom on approval, on receipt of a post-card with such a request, and the name of the local bookseller through whom the book is to be submitted.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL ..... 232 McGill Street
Telephone 1255
TORONTO..... 10 Front Street East
Telephone 2148
LONDON, ENG..... 109 Fleet Street, E.C.
W. H. Miln
MANCHESTER, ENG..... 18 St. Ann Street
H. S. Ashburner
WINNIPEG ..... Western Canada Block
J. J. Roberts
ST. JOHN, N.B ..... No. 3 Market Wharf
J. Hunter White
NEW YORK..... 176 E. 88th Street

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere ..... 6s. 3d.

Cable Address {Adscript, London. Adscript, Canada.

BOOKS AND PERIODICALS.

WM. BRIGGS' LIST.

A Canadian edition oi Miss Marshall Saunders' new story, "Tilda Jane," will be placed on the market this Autumn. The reputation won by this clever writer in "Beautiful Joe" has been well sustained by her subsequent literary ventures. Her "Rose à Charlitte" is perhaps the best story that has been written dealing with the present generation of the Acadians.

A new edition, carefully revised and considerably enlarged, of Sir Oliver Mowat's "Christianity and Some of its Evidences," was recently issued. As one of the reviewers, in writing of the first edition of this work, observed: "The picture of a man in mature life pausing calmly to examine the foundations on which he has stood for fifty years, to see if they are still unshaken, is certainly interesting. The tone of Mr. Mowat's address is hopeful."—Evangelical Churchman.

J. W. Bengough is gathering together the verse written by him since his volume "Motley: Verses Grave and Gay" was published, with the intention of having another book published during the coming Autumn. "Motley" proved one of the best selling volumes of Canadian verse that has yet been issued. The new volume will be superior to it in every way. Mr. Bengough's later work is cast in a more serious view, and many very fine poems from his pen have appeared in recent years in the current press. Mr. Bengough intends making a visit to the Old Country this year, and will probably remain there for several months giving readings and lectures.

A new story by Marie Corelli, and an important one, will appear early next year. In spite of the not too kind attention given to Miss Corelli by some of the critics, her books take a firm hold on the reading public. Her "Master Christian" was one of the great successes of last year.

COPP, CLARK CO.'S LIST.

"When a Witch is Young," by a well-known writer who has adopted the pseudonym of "4-19-61," is the latest issue of this firm. It is a tale of Massachusetts in early days, and will win its share of readers.

A new book just being issued in the States, will appear here this month. It is by R. N. Stephens, the author of "Philip Winwood," and is entitled "Capt. Ravensworth." It is a lively dashing romance of London in the days of Elizabeth when gallants swaggered about town and court and no woman was safe without escort beyond the bounds of her home. The main situation in this adventurous tale is the kidnapping of a pretty London girl, daughter of a rich merchant, by myrmidons of Sir Harry Maylands, a rake who poses as a moral youth. Capt. Ravensworth, the hero, rescues her after countless difficulties and finally wins her for himself.

"Doom Castle," by Neil Munro, issued since our last number, turns out to be a good Highland story in which the reckless intriguing and violent conduct of the Western clansmen after the defeat of Prince Charlie, the Young Pretender, are well set forth. The book is a careful and apparently an honest study of the less agreeable side of the Highland character in the disastrous days following the '45.

"Cinderella" is quite in S. R. Crockett's style as far as racy dialogue and tender love-making go. It is a modern story. The famous physician, with the two ill-tempered daughters, who robs his orphan niece of a bag of rubies worth a million and who actually has her arrested for wearing one which he fails to steal, is rather a new conception. The orphan's lot is quite as miserable as that of the original Cinderella until she meets with a Scotch Duchess who knew her mother and who plays fairy godmother to perfection. The book is a capital one for Summer reading.

The success of "The Crisis" and the "Helmet of Navarre," two of this firm's recent issues, was instantaneous and has been lasting. They head the list of best sellers in the States and are equally popular in Canada. Each in its way is a novel exactly suited to popular taste—one a vivid and able picture of the American Civil War; the other a telling romance of France in the days of that diplomatic King, Henri IV., who thought "Paris was worth a mass."

An addition to a charming series of prettily illustrated books for young people is "Among the Pond People," by Clara D. Pierson, whose works, dealing with the "people" of meadow, forest and farmyard in a kind of modern fable, are so highly appreciated for school libraries. The new volume retails at $1.25.

The second edition of Sir John Bourinot's useful "Manual of The Constitutional History of Canada" has been thoroughly revised and enlarged. The author has added a valuable chapter on what may be called the unwritten constitution, that is the portion based on constitutional rules and procedure and judicial decisions on constitutional points, as distinct from the B. N. A. Act itself. The author says: "I have also added a chapter on the practical operation of the principles of Parliamentary Government in the Dominion, for the information of those readers who have neither time nor opportunity to study the elaborate treatises of Todd, May, and Anson. The text of The British North America Act, and of the amending Imperial statutes, is given in full at the end of the book. A complete list of the many authorities cited in the text of this volume will also be found useful to students who wish to investigate our constitutional history in the most thorough manner."

This book, dealers should note, ought to be in every public library.

MORANG & CO.'S LIST.

"The Octupus" has appeared in a new and attractive cover. The cover paper is heavier and the design, which is very striking, is illustrative of the background of the story. This is the third Canadian edition and it is steadily increasing in popular favor.

Inquiries keep coming in for Hall Caine's "Eternal City," the publication of which has been delayed by the lawsuit brought against the author by the holders of the serial rights. However, Mr. Morang expects to have it ready by the end of August and will publish it exactly as originally written.

A new edition of "Bob Son of Battle," by Alfred Olivant, has been issued by The G. N. Morang Co., making the fifth Canadian edition of this popular book. A beautifully illustrated edition of this book, for the Christmas season, is in contemplation.

Mr. Morang reports the "Visits of Elizabeth" all sold out. A new edition is now well on the road, and he hopes there will be very little delay in filling orders.

In "Tristram of Blent," which Mr. Morang is publishing in September, Mr. Anthony Hope has made a distinct advance in his art. He has made an entirely successful transition in leaving the field of historic romance to devote himself to the broader study of humanity.

W. J. GAGE & CO.'S LIST.

A book which certainly deserves the name "novel" is "The Kidnapped Millionaires," by Frederich U. Adams. The plot is a unique conception and the development of it a brilliant piece of work. Nothing so startling in the book-world has appeared for some time, and it is pleasing to note that it is so well received by the press. The Chicago-American concludes a lengthy and highly complimentary review by saying: "In 'The Kidnapped Millionaires' the author has provided both entertainment and instruction, Summer reading and Winter reading, wealth of incident and wealth of ideas, incidents to pass the time without reflection, and conceptions which will pass away the time in study, all in the compass of a single fascinating book."

"Etidorhpa, or the End of the Earth,"

THE LEADING BOOK OF THE YEAR.

—JUST ISSUED—

The Canadian Contingents AND Canadian Imperialism

A Story and a Study, by W. Sanford Evans.

This remarkable book has already achieved a pronounced success in England, where it has just been published. The scholarly treatment in it of the question of Imperialism has caused it to rank as the leading and only colonial authority on the subject, while it is universally admitted to be the clearest and ablest work yet issued dealing with the part taken by this country in the Boer War. The quotations from reviews printed elsewhere in this number are well worth studying.

With numerous illustrations from photographs, several valuable maps, and a frontispiece portrait of Sir Wilfrid Laurier.

LARGE CROWN 8vo, CLOTH ONLY. **Price $1.50.** LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited, 7 and 9 King Street East, TORONTO.

BOOKS AND PERIODICALS—Continued.

by John Uri Lloyd, was first issued in an expensive edition at $1 and has already passed through eleven editions; the present is the first popular edition. The character of the story is well expressed by The Cincinnati Enquirer: "Most readers of this remarkable book will conclude that the author is a poet, a seer and a thinker. To say that it is one of the strangest books ever written is to put it mildly. In uniqueness of subject, weirdness of character and mysticism of plot, it stands alone."

In "Heart and Soul," The London News says, "There is no dearth of incident; indeed one wonders to find so much compressed into a single three-hundred page novel." It is a strong romantic novel and the plot is laid in a familiar field.

The Gage Co. have a select list of very popular books and "Joscelyn Cheshire" is already sold out. "God's Puppets" and "Sirius" are still among the best sellers of the day, and Zangwill's "Mantle of Elijah" still commands a large audience. These are all books to be recommended and the missing of their reading is a distinct loss.

SOME RECENT PUBLICATIONS.

That noted work, indispensable to libraries, "The Statesman's Year Book for 1901," is announced by The Macmillan Co., New York. It sells at $3 net.

Croly's "Tarry Thou Till I Come," which is being issued in Canada by Wm. Briggs, is one of the most striking novels ever written. It is already making a deep impression upon the reading public and promises to sell well right on through the year. The tale is that of the Wandering Jew and the time that of Christ's life upon earth. General Wallace, the author of "Ben Hur," ranks Croly's great romance among the half-dozen distinct achievements of British literature. The present edition is a very handsome one, fully illustrated, bound in scarlet and gold, and selling at $1.50.

"Peace or War in South Africa," by A. M. S. Methuen, is a timely little book. (Methuen & Co., 36 Essex street, Strand, London, 1s.) It briefly narrates the events that preceded and caused the war, and follows with some suggestions for bringing hostilities to an honorable conclusion. It is a moderate and ably stated case for opponents of the war.

The latest issue of George Bell & Sons' Colonial Library, is "Our Friend, the Charlatan," by George Gissing. It is a study of modern social life in England in which a clever and rather unscrupulous man, with political ambitions, is outwitted in his schemes for wealth and success and finally marries a poor woman whom he believes to be rich.

"Home Thoughts" is a collection of essays of considerable merit, gracefully written and dealing with some of the phases and problems of married life. A few of the topics about which the reasonable philosophy of the author unfolds itself will indicate the scope. "The Homelessness of Certain Women," "The Eldest Born," "Mistresses and Maids," "Our Friend, the Family Doctor," "Comradeship of Husbands and Wives," and many others. There is a great deal of charm about the volume which appeals to good taste, culture, and moral worth. As a gift book it is an ideal present for women, married or single. It is tastefully bound and printed on fine paper. (A. S. Barnes & Co., 156 Fifth Avenue, New York. $1.50).

"The Inn of the Silver Moon," by Herman K. Vielé, is one of McLeod & Allen's recent publications. It is a reproduction of the American edition, except that it sells in cloth at 75c. instead of the $1.25 of the former. It is a very clever and humorous little comedy of errors in which a pair of Parisians, who are engaged but who do not know one another meet and go through all sorts of absurd adventures together. The book is a capital one for a Summer's day, and makes a pretty gift besides.

The Musson Book Co., Toronto, have issued a notable novel which will attract many Canadian readers. It is "A Daughter of New France," by Mary C. Crowley, and is based upon the early history of Detroit and the French colony there. The story is told in a most engaging style, bright, full of incident and charming romance. It is told by Normand Guyon, a student in the Recollet Monastery at Quebec, destined for the Church, but unfitted by temperament for that vocation. He accompanies his brother-in-law, Sieur Cadillac, to Acadia. When the latter sails away on a mission from the King, Normand protects his sister, and we have some lively accounts of the English attacks upon Acadia and Quebec. Barbe, the adopted daughter of Normand's uncle, is claimed by the English as a "Bostonnaise," but declines to leave when Admiral Phipps' withdraws his fleet from the St. Lawrence, and thus becomes a "daughter of New France." When Cadillac goes west Normand accompanies him, and their adventures among the Indians at Detroit and Normand's final achievement in winning Barbe is very prettily and interestingly told. The story of Cadillac is interwoven with skill into the narrative, and the authoress has worked up her historical material with taste and skill. A better historical romance of French-Canadian interest has not been written. (Cloth, $1.50; paper, 75c.)

Look Out for Them!

The Eternal City,

By Hall Caine.

Author of the "Manxman," "The Christian," Etc.

Ready the End of August.

It is over this story that one of the most sensational literary lawsuits of the century is soon to be fought in the English courts. We will publish it in full.

CLOTH, - $1.50 - - PAPER, - 75c

Tristram of Blent,

By Anthony Hope.

Author of "Simon Dale," "Prisoner of Zenda," "Rupert of Hentzau," etc.

. . Ready in September. . .

In "Tristram of Blent," which is at present running serially in The Monthly Review, Mr. Anthony Hope has made a distinct advance in his art. In his preceding novel it was evident he intended to leave the highly popular field of historic romance and devote himself to the broader study of humanity. In "Tristram of Blent" he has made an entirely successful transition.

CLOTH, - $1.50 - - PAPER, - 75c.

SEND IN YOUR ORDERS NOW.

George N. Morang & Company

90 Wellington St. W., TORONTO.

HYDE & CO'S

"BRITISH EMPIRE"

Writing Inks, Sealing Wax and Gum.



Original Makers of the ....

"Bank of England"

and

Prize Medal India Wax for Hot Climates.

Banker's Black,

Blue-Black Writing and Copying Inks,

And the Celebrated Hindoo Red Ink.

Makers of every description of Sealing Wax, including the well known brands:

"Hyde's No. 1," "Imperial"
"Colonial," "Victoria," etc.

ST. BRIDE ST., LONDON, ENG.

REPRESENTATIVE IN CANADA:

Mr. Wm. MacPherson, 57 Prince Arthur Ave., Toronto, from whom all particulars can be obtained.

IF YOU WANT TO MAKE QUICK SALES, HANDLE

The Copp, Clark Co.'s Publications:

The Crisis

By Winston Churchill.

200,000 copies already sold.

The Helmet of Navarre

By Bertha Runkle.

"The Literary Success of the hour."—Toronto Globe.

Cinderella

The new Crockett novel. A pretty love story.

Pro Patria

By Max Pemberton.

'One of the most thrilling and powerful of recent novels."—St. John's Herald.

Mistress Nell

By George C. Hazelton, Jr.

"A remarkable book."—Toronto Star.

Doom Castle

By Neil Munro.

An adventurous tale of a haunted castle.

The Abandoned Farmer

By Sydney H. Preston.

"A vivacious and delightfully droll story."—Toronto Globe.

The Observations of Henry

By Jerome K. Jerome.

"Inimitable and entertaining." — Toronto News.

When a Witch is Young

By 4—19—69.

A prominent writer who wishes to conceal his identity.

RETAIL PRICE OF EACH OF THE ABOVE: PAPER, 75 CENTS; CLOTH, $1.25.

The Copp, Clark Co., Limited

Publishers - TORONTO.

GERMAN STATIONERY NOVELTIES

Berlin Correspondent of The Stationery Trades Journal.

A TRIFLING article but very useful, and at the same time suitable for advertising purposes, is a stand for ink bottles. It consists of a square of stout cardboard, in the centre of which the bottle is held by four wire half-hoops, resembling the arches of the croquet game. On the rims advertising matter can be printed.

The maker of a new pencil pointer seems to have come to the conclusion that all the sharpeners hitherto invented are no good, and that people therefore will continue to use penknives, and allow his little contrivance to cooperate. It consists of a long narrow box containing a cylinder covered with emery cloth, side by side with a velvet brush, the latter being fixed with the hair upwards. In a file the production of a long point is not easy, but it can quickly be obtained by anybody on the curved surface of the cylinder. All the dust drops into the box below the cylinder, and the pencil after having been passed over the brush is ready for use.

Inkstand, pencil case, and penholder combined, sounds well, and yet I doubt whether this combination, though nicely arranged, will stand much chance in the competition with the fountain pen. The whole thing is only about four inches long, and measures half-an-inch in diameter. It is nearly made of aluminium and hard rubber, but the inkwell is, of course, very small, and is sure to be frequently upset, when during use it is separated from the holder.

In my last letter I described a roller blotter containing a long strip of blotting paper stuck together in a peculiar and hardly practical manner. This was preceded by a like contrivance, but with the paper only stuck in sections. In both cases the sticking appeared to spoil the thing. Another inventive genius has now apparently hit on the right method. He winds the blotting paper strip round his roller and only sticks the end down. Then he perforates the paper on one side from edge to edge in the direction of the axle. The holes which are comparatively wide he fills with gum or glue, and then one layer after another can easily be removed when used up.

An American has just introduced a very effective but wasteful roller blotter. The same consists of round discs of stout blotting paper with a hole in the centre. These discs are threaded on the axle of the roller until they are closely packed between two wooden end discs. As the absorbing power of blotting paper is always greatest at the edge, this blotter is very effective, but it soon becomes useless. A cheap but handy cradle blotter consists of a strip of flexible metal sheet, and is bent in such a manner that its outline resembles the diagram of a convex lens. At one corner the ends are hooked together in the same way as the bent fingers of one hand can be fitted in those of the other. The layers of paper are by this arrangement securely held in position. The advantages of this blotter are cheapness combined with effectiveness.

The combination of paint box and picture book, the contents of which have to be colored, results in an article which is sure to be greatly appreciated by the artists of the nursery. The place of the book is, however, taken by a block, from which the pages containing the finished works of art can be torn along a perforated line. Between the latter and the back of the block, where the edges of the slips forming a note block are generally stuck together, is a comparatively wide margin, in which five holes of the size of a halfpenny each are stamped. These holes contain the water colors, and in front of them is a clip to hold a brush.

A circular block calendar is a decided novelty. The foundation of the same is a round disc divided into seven portions, one for each day in the week, and thus forming seven separate blocks. Through an opening in the face of the calendar only one section becomes visible at a time. None of the date slips need of course be removed unless a week old, and thus notes made on the same are always at hand for that period. A novel and excellent packing material is the so-called cotton-lined paper. It consists of the well-known sheet cotton or wadding used for quilting, etc., to which on either side one or several layers of tissue paper are stuck. This packing material combines softness and suppleness with the advantage that the fibre cannot come into contact with the goods. This packing material can of course be had in various thicknesses, and is certain to be very largely used in the future.

The electrical automatic ink eraser is of course an American invention, most likely adapted for American dimensions only. "The Alps are very fine," remarked a Yankee tourist in Switzerland, "but if they were situated in the United States they would be ever so much higher." They do everything on such a gigantic scale across the large herring pond, and I presume it will enable all the American firms to considerably reduce their staffs if in future the gigantic American clerical errors can be erased by machinery. The apparatus, if connected with a battery, sets a suitably shaped and very sharp steel blade into a vibrating motion, by which paper can be very evenly and effectively shaved.

How to affix paper to tin or iron is a question which I believe has been answered before, but nevertheless here is a new answer. Take five parts of rye flour and mix it with one part of Venetian spirit of turpentine. Add to this a watery solution of glue until the desired consistency is obtained. This paste dries very slowly, but is most effective.

SECOND-HAND BOOKSTALLS.

LONDONERS are almost unanimous in congratulating their city on the disappearance of Booksellers' Row. On the score of morality and of convenience its removal has been urgently called for for at least sixty years, and its antiquity, grimy and ugly, was not a sufficient plea in its favor. Yet that class of people who haunt second-hand bookshops will regret it. For them it was an oasis in the arid desert of the Strand. The narrow shops with their low doors and overhanging fronts, black with the dirt of generations, seemed bulging with dusty tomes. The romance of ancient books clung about them. The connoisseur, indeed, rather despised the Row; it had few of the rarities for which high prices are asked and given, and great bargains could seldom be made there. But for those whose object is rather to buy cheap than to buy well, and rather to turn over books than to buy at all, the street was a godsend. The same facilities were given to the loafer (if one may so qualify the amateur buyer of books) as are given on the quais of Paris. One stopped, looked, examined, bought or not as the fancy took him, and went about his business without question. The street was likewise much frequented by students eager to dispose of the text-books they had just gone through, or to buy new ones for the next course. In fact, most of its serious business was done in second-hand educational works.

The denizens of Booksellers' Row having been or being about to be scattered, there is now no centre of the same importance for the retail of second-hand books. The least reputable part of their trade seems to be in process of transfer to the neighborhood of Leicester Square; perhaps so far as the legitimate business is concerned, Charing Cross Road will be the second Booksellers' Row. It offers the advantages of a thoroughfare, busy—but not too busy—and much used by a class possessing moderate leisure and moderate means. New as it is, the street has already literary associations. Ruskin House is there, and the Guild of Women Binders, while Cecil Court, the home of the latest poets, is an offshoot. It has already about half-a-dozen second-hand bookshops, copious and cheap—cheaper, indeed, than those in Booksellers' Row—which were inclined to trade on their reputation.

The humble bookstall, which consists generally of a few boards and trestles, or a barrow, is even more a favorite with the loafer above-mentioned than the second-hand bookshop proper. It gives more opportunity for the aimless turning over of the leaves of many books, since its whole stock-in-trade is exposed at a glance. The books are usually of a heavy kind, both as to size and contentsf including ancient divinity, medical and legal books, sold apparently by the pound, like blue books. Nevertheless, among this learned number some relatively valuable volumes may be gleaned, such, for instance, as a magazine or a gift-book of the fifties or sixties, containing woodcuts by the great English illustrators of that epoch. Dalziel's "Arabian Nights," illustrated by Houghton, was brought recently for half-a-crown from a stall in Aldgate. Farringdon Road has the best collection of bookstalls in London; there are some also in Aldgate and Shoreditch scattered among the more numerous fruit-stalls, whelk-stalls, and the like. In Catherine Street, near Tottenham Court Road, French novels in a very dilapidated state were at one time retailed from a single barrow on Saturday afternoons to the foreign residents of the quarter, but this barrow seems to be there no longer.

The contents of a second-hand bookshop are generally too varied for a short analysis; but it may be said that they are all more or less fed from the perennial flood of novels that reach us from across the Channel. For reasons too easily guessed, these works are popular with most people who have a reading knowledge of French. Good, bad, and indifferent, they can be bought on the average for a shilling each. Otherwise, the stock of the second-hand and the new bookseller differs little. The Englishman, who is not otherwise parsimonious, is inclined to regard money spent on books as little better than thrown away. So to spend a sum equal to the price of a lunch requires grave consideration; to spend the price of an evening at the theatre is almost criminal extravagance. Yet books must be bought, and second-hand books are as good as new, and cost hardly half as much. The prejudice which prevails against other second-hand articles, such as clothes, household furniture, and the like, does not extend to second-hand books, and the second-hand bookseller can count upon the patronage of the general public, who buy indiscriminately, as well as on that of the collector, who has an eye to old editions, autograph copies, and literary rarities.—Review of the Week.

THE NEW BOOKS

Tarry Thou Till I Come

Or Salathiel, The Wandering Jew

GENERAL LEW WALLACE — "It is one of the six greatest English novels."

Paper, 75c.; Cloth, net, $1.50.

Sylvan Ontario

A Guide to Our Native Trees and Shrubs

By W. H. MULDREW, B.A., D. Paed.

Illustrated with 131 leaf drawings.

Limp Cloth, 50c. net; Full Rough Calf, $1.00 net.

In Nature's Workshop

BY GRANT ALLEN.

Illustrated by FREDERICK ENOCK.

Cloth, $1.25.

Interesting information concerning the many curious habits and peculiarities of plants and animals.

Christian Instruction in the Public Schools of Ontario

By REV. JAMES MIDDLEMISS, D.D.

Cloth, net, $1.00.

Christianity and Some of Its Evidences Popularly Stated

By SIR OLIVER MOWAT, LL.D.,

Lieutenant-Governor of Ontario.

Second edition, revised and enlarged, net, 35c.

Canadian Essays

Critical and Historical

By THOMAS O'HAGAN, M.A., Ph.D.

Cloth, $1.00.

The Good Red Earth

By EDEN PHILLPOTTS.

Author of "Children of The Mist." A charming story of Devonshire. Alpheus Newte, the unctuous pedlar, is a new character in literature.

Paper, 75c.; Cloth, $1.25.

Wild Nature Won by Kindness

By MRS. BRIGHTWEN,

Vice-President of the Selborne Society.

Fully illustrated, Cloth, 70c.

Ralph Marlowe

A Novel by JAMES BALL NAYLOR.

"Ralph Marlowe" is the legitimate child of actual experience. Much of the story—the places, characters, and incidents I have known; a part of it I have lived. The plot is founded on fact; many of the incidents are actualities; the characters are living, breathing entities.—J. B. N.

Paper, 75c.; Cloth, $1.25.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO

POINTERS FOR PROGRESSIVE DEALERS

ANY stationer can do a big trade in flags this Fall, and it would be well to place in as widely assorted a stock as possible. A Toronto house has given an order to one of our wholesale firms for $2,000 worth of flags, and as the buyer is one of the most up-to-date and successful business men in the city, it can be taken for granted that he knows what the demand will be. For decorative purposes on the occasion of the Duke of York's visit flags will certainly be the leading feature. The cities that are visited will be a mass of decorations, amongst which flags and bunting of many kinds will be prominent.

***

Of souvenirs I have spoken before, but it cannot be too often urged that the coming Fall will be a season when more of every description of souvenir will find a ready sale than probably ever before. Cheap goods should be avoided. Boys on the streets will do the best trade with them.

***

An exchange suggests that country stationers should solicit work and trade from the farmers in the vicinlty, in the shape of doing letterheads, or embossed stationery with the name of the farm on it. Many farmers have a name for their homesteads, and, if the idea was presented to them in a proper way, many orders could be secured. Some stationers run small printing plants in connection with their business, and make it pay well. The two are closely connected. All country printers sell stationery, and there is no reason why all stationers should not do printing, that is, such printing as they could carry on without the necessity of a large plant. Printing stationery, visiting cards, invitations, etc., can be legitimately and profitably done, and the cost of installing a small plant would not be a great consideration. As a means to enlarge business, apart from the profit in itself, this should be found a good investment.

***

Some manufacturers are going to show a few lines of fancy stationery this Fall which are in very pronounced shades, and might be termed loud. No doubt there is a trade for these goods among a certain class of people whose good taste is not their most prominent characteristic, but dealers who wish to sell good goods to people who want them will do well to avoid these styles. Stationery in deep pink, orange, green and purple would certainly make a striking window display, but would not impress probable customers as desirable purchases.

LATEST FICTION

Mr. Dooley Says:

The Kidnapped Millionaires

"Is ingenious in conception and brilliant in execution. There is no lapse in interest . . . . . and the humour is genuine."

HEART AND SOUL

"A romance of extreme interest."—Montreal Star.

Etidorhpa

Or The End of the Earth.

By John Uri Lloyd.

Paper, 75c. Profusely Illustrated. Cloth, $1.25.

"A book to stir the pulse, stir the brain and the heart."—New York Tribune.

God's Puppets.

By Imogen Clark.

Paper, 75c. Cloth, $1.25.

Has been included in all the lists of the six best selling books for some time.

ANOTHER LEADER IS

MISS FOWLER'S

Sirius

A VOLUME OF FICTION.

ZANGWILL'S MASTERPIECE

The Mantle of Elijah

"By far the best book recently published."—Montreal Star.

OUR SUMMER FICTION CATALOGUE IS FREE TO ALL.

W. J. GAGE & CO.

Limited

TORONTO.

FANCY GOODS AND STATIONERY.

NEW MUCILAGE BOTTLE.

The "Everclean" gum bottle is an Old Country novelty which possesses enough real merit to make it popular. It is made in the form of a mug with a small saucer attached to catch any gum that might run over the sides, the whole being blown in one piece of glass. A handle allows it to be moved without touching the sides of the bottle, which might be sticky. Through the centre of the bottle, near to the top, runs a strong wire bar, against which the brush is rubbed instead of being drawn against the top. A cap fits closely over the top.

CIGAR CUTTER.

L. & C. Hardmuth have just brought out a novelty cigar piercer and cutter. Instead of cutting off the cigar end, a small sharply-pointed cylinder is pierced into the end of the cigar and when this is released, by a spring, it comes back bringing a little bit of the tobacco and leaving a small hole drilled in the cigar, large enough to allow of perfect smoking.

BLOTTER NOVELTIES.

A number of blotter novelties are out, some useful and others useless. A late American idea is the threading of a lot of round, disc-shaped blotters on a roller with circular wooden discs at the ends. These are then rolled over the part to be blotted, and as the edges of blotting paper have always the greatest absorbing power, the blotter is very effective, but does not last long.

A PENWIPER IDEA.

A novelty which should not be long in finding favor is a combined penwiper and extractor. Corrugations at one end, lined with felt, are made to fit a pen, so that when the nick is pushed in a slight pressure cleans it, and a stronger pressure holds it firmly enough to draw it from the handle. They retail for 5 cents each.

A GIRL'S FAD.

An English fancy goods house has just added to its list of novelties a scent ball charm to be worn on a bracelet or chain. It consists of a hollow metal ball with a number of openings, inside which is another ball of the same size of cotton wool covered with turquoise silk. This is delicately perfumed and can be scented afterwards with any desired perfume.

A WINDING STROP.

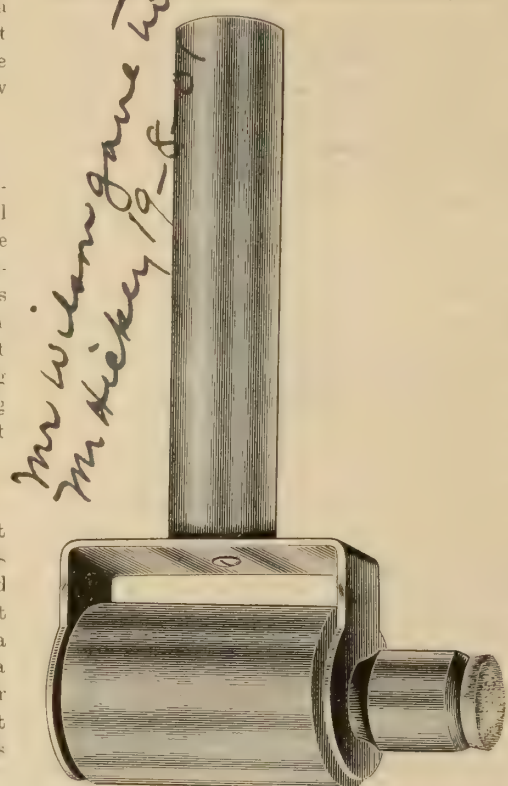
A new razor strop is made to wind up into a cylinder like a tape measure. It is called the "Pullman," and for travelling is one of the best ideas in this line yet shown. It retails for 40 cents.

LOCK FOR FILES.

A combination lock for files or boxes is being put on the market by a New York firm with good chances of success. It can be applied to boxes or files very easily by anyone, without previous experience, and it cannot be opened unless the combination is known.

THE DECORATION SEASON.

For decorations on the occasion of the visit of Royalty to Canada, Brown Bros. are making special preparations for supplying crepe tissue, patriotic streamers and flags, which will be greatly used. Dennison's crepe tissues, plain and fancy, will also come in handy at



that time. Their new stamp and envelope moistener is illustrated here, and is already a favorite. It is simple and effective, the revolving barrel containing water which feeds the brush at one side.

OFFICE SPECIALTIES.

A number of office goods are being specialized on by Brown Bros., and a glance over them may reveal some lines which dealers might now be in need of. Office scales are shown to weigh from 4 ounces up to 24 pounds. These are in the latest improved designs, and are as simple as possible. Fancy colored waste paper and desk baskets, woven in many shapes and designs, are going well. Dennison's seals, gum labels, etc., the former in gold, red and silver, are here in large quantities. The shipping tags, tickets, etc., include some metal rimmed goods, which are always in demand. A shipment of Hardmuth's goods, just arrived, includes pencils and tracing cloths, envelope openers, and all such goods. In papeteries Pirie's and Hurlburt's are given a first place, and a line of Edinburgh organdie note and envelopes in the latest shades will be a good investment. Edison's oscillating mimeograph is the latest, and perhaps the best of its kind. The work done on it is marvellous, both for its perfect copy and the rapidity of doing it. As many as 2,000 copies per hour have been made upon it, and there is little or no difficulty in the operating. A circular describing this machine and showing samples of its work will be sent to anyone dropping the firm a card.

NEW CHATELAINE BAGS.

Chatelaine bags are still keeping well to the front in sale, and many new designs are being made in buffalo, real seal, alligator, snake, calf, morocco, etc., some with oxydized or silver frames, others with leather-covered frames. Perhaps the most attractive of all is the newest, which is just now being turned out by Brown Bros. This has a hand-carved floral design on one side, the other being in excellent imitation of braided leather. It is made in Mexican calf, the handle being of leather also. A steel spring hook, leather covered, serves to hang it on the belt. Altogether this is one of the finest pieces of work Brown Bros. have yet shown.

TOY BALLOONS.

The Copp, Clark Co. are showing something new and attractive in fancy balls. One line is worsted or sponge ball, the centre made of sponge, over which colored worsted is wound, the whole being enclosed in a netting of colored string, making a strong, pleasing summer ball. They are lighter than rubber and will bounce higher—no fear of injury. For this line they anticipate a large sale. They are quite different from any other balls in appearance and lighter in weight, a good assortment of bright catchy colors in each dozen, a ball that will please the children, sold in four sizes, 5, 10, 15, and 25c. Another line is the fruit balls, made of rubber in very natural imitation of oranges, apples and lemons, the best quality rubber and splendid bouncers. No. 900-3 assorted lemons and oranges; No. 901-3 oranges; No. 902-3 apples. They retail at 15 and 25c. each. They are also showing some novelties in toy balloons. No. 494-3 squeaking balloons, retail at 1c., assorted colors; Nos. 485-3 and 486-3 balloon bagpipes. These have red and yellow stained pipes with key holes, good bladders and mouth piece, retail at 5c. The greatest novelty in this line is No. 188-3, called the Li Hung Chang Balloon. It is an extremely comical toy balloon, shows the face of a Chinaman with long colored nose and colored head, to which is attached a pigtail of plaited wool; the effect is made greater by a frill of crepe tissue paper of two colors around the neck. The mouth-piece is fancy and well made. It blows up to a very large-sized head and emits a very loud sound which gradually dies away; these should sell at sight. Retail price 10c. No. 487-3 balloon blows out into three separate balloons, which has the appearance

F. AND E. W. KELK

FALL and CHRISTMAS GOODS

Dolls, Toys, Fancy China, Cups and Saucers, Vases, Albums, Toilet Cases, Leather Goods, Fancy Glass Water Setts, Berry Dishes, Breakfast Setts.

SILK FLAGS
BUNTING FLAGS
COTTON FLAGS
MUSLIN FLAGS
} A very large assortment.

All our Christmas goods are now arriving—a great many lines are now in the warehouse. It will pay you far better to buy your Christmas goods in the city about Exhibition time, as you will save your expenses twice over and get different goods to your neighbor. It don't do to buy too early. Come to the city and get cheaper goods. All our stock will be found new and attractive.

F. & E. W. KELK, 76 York St., TORONTO.

FLAGS
FLAGS
FLAGS

FLAGS

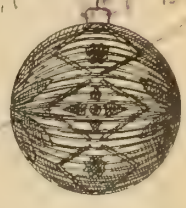
FLAGS
FLAGS
FLAGS



For Duke of York Celebrations.

Printed Cotton Flags, *Hemmed Cotton Flags,*
Bunting Flags, *Silk Flags.*

PAPER LANTERNS



Write for Price Lists.

NERLICH & CO.

146-148 Front Street West,
(OPPOSITE UNION STATION)

TORONTO

FANCY GOODS AND STATIONERY—Continued

of a long sausage, with wording in blue, yellow and red, "Best German Sausage." Retail at 5c.

NEW PAPETERIES.

The Copp, Clark Co. are showing some of their own make of writing stationery in three 15c. lines, the "Alma Mater," "Hiawatha," and "Springtime." These are in cream and white, ruled or plain, nicely boxed and will take well. The "Blue Danube" is the fashionable grey-blue shade, with emperor wallet shaped envelopes, one quire in a box. This is a 25c. line. The "Australian" is a line in assorted colors in a floral designed box. "Ye English" antique parchment, which had such a great run in Octavo, Gladstone and Salisbury shapes, is now shown in large Boudoir shape.

NEW TOYS.

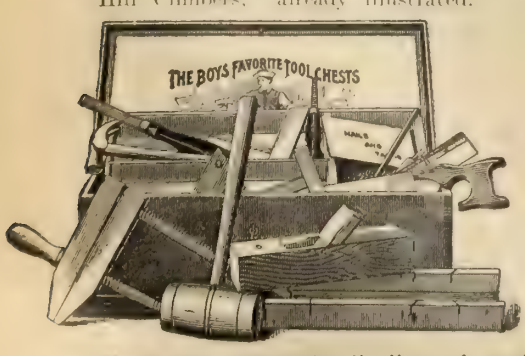
Nerlich & Co. are showing some novelties in toys which the dealers will like to know about. "Horse and rider, bell toy," illustrated, is a large and attractive line at its retail price of 15



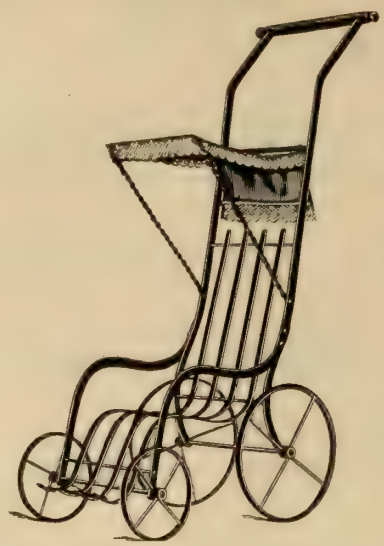
cents each. The entire toy is of metal and its unique bell-ringing mechanism and galloping motion makes it very attractive.



In our July number we described the new ball-bearing friction toys, and we here give a cut of an automobile with this motive power. The operation is the same as for "Hill Climbers," already illustrated.



The "Boys' Favorite" line of tool chests sold in Canada by Nerlich & Co., offer the biggest values to be had in these goods and should suit all classes of trade as they come in a big range of sizes and retail at from 35c. to $3 each.



The big successes last season in flat steel wire toys in baked enamel finish has resulted in the production of some new lines. We illustrate the Doll Go Cart intended to retail at 75c., and saw in Nerlich & Co.'s sample room a smaller size at a price that would allow the dealer to sell it with good profit for 40 cents each.

SELLING NOVELTIES.

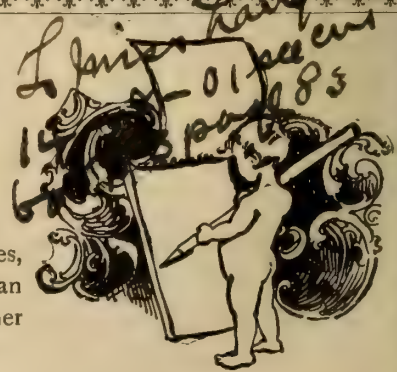
The Copp, Clark Co., Limited, are showing a nice range of telescopes, which at this season of the year should sell well. Each telescope comes in a separate case, they are well finished and servicable, very attractive in appearance; they are a four-draw telescope, different diameters and length, according to price. Wholesale price, $1.80, $3.60 and $9 per dozen. A superior line comes at $1.75 each, it is well finished, black leather, fitted with sun-protecting cap shutter, and has great magnifying power. They are sending out a circular describing their pencil boxes, which are ready in immense variety for the Fall school trade. The circular gives prices in addition to a clear description of the goods. A new edition of the office diaries is shortly to appear. The last one has been completely sold out. A circular of their 1c. goods will soon be out. Those of the trade who do not receive a copy will do well to notify the company as this circular is sure to contain many lines that can be profitably handled. Novelties in inkstands are going well. Among these will be noticed 166-3 a barrel-shaped well, made of gun metal, with brass finish, which will sell well; 172-3, an imitation of an absinthe bottle, and 177-3, an imitation of a quart ink bottle. These are 50c. lines. For the 25c. line are shown a round nickel well, with double safety top, in a white enamelled cover with a colored Union Jack adding to its attractiveness. Of the same shape, to sell for 30c., is a bottle finished in leather and brass. Collapsible aluminum drinking cups, toy magnets, to retail for 1c. to 10c.; picture frame, with colored floral design, toilet paper in rolls, and packages, 5 and 10c. lines, are among the month's rapid sellers. Bags of assorted colored beads to retail for 5c. each are good property.

NEW LINE IN STATIONERY.

Warwick Bros. & Rutter have just received a shipment of the Pelouze Postal Scales, and report increased sale for these scales, in all styles and sizes. They are carried in stock in ten different styles to retail from thirty-five cents to five dollars, and weigh up to twenty-four pounds. A cut of the National is shown herewith. Dealers who do not already handle these goods should make up a sample lot as they are a most desirable and useful article as well as being most attractive in appearance. The most popular lines are the "Victor," which retail for $2.25, and the "U. S." the retail price of which is $3.50.

The letter balance made by the same firm is also shown by Warwick Bros. & Rutter. It is made of steel in the shape of a paper

Booksellers and Stationers



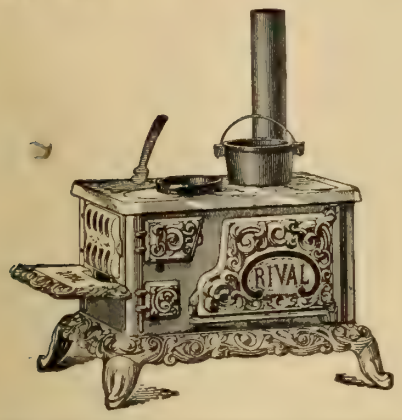
cannot afford to pass us on these lines, as we are showing better values than ever — greater values than any other house in the trade:

Social Note Papers, Bill Heads, Mailing Envelopes,
Wedding Stationery, Business Envelopes, Writing Tablets,
Commercial Stationery, Document Envelopes, Pads,
Flat Papers, Pay Envelopes, Papeteries,
Paper Boxes, etc.

The Barber & Ellis Co., Limited, Toronto

SEP 28 1902

Xmas Trade.



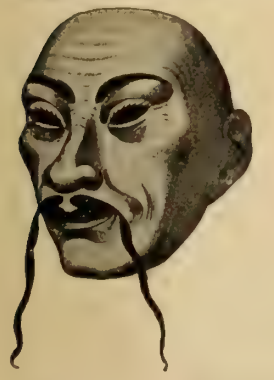
Our line of Toy Stoves in OXIDIZED finish will interest you. (Listed in our new catalogue.)



The Sheet Steel Toys listed in our new catalogue offer the biggest values on the market.



Iron and Steel Combination Trains are the latest in indestructible toys. Have you seen them?





Get our prices on Masks.

NERLICH & CO.

Wholesale

Fancy Goods.

DOLLS, TOYS,
NOVELTIES,
CHINAWARE,
GLASSWARE,
SUNDRIES.

Our Travellers are now on the road with complete lines of samples.

Our Catalogue is almost ready. It gives a host of information about our lines. Write for it.

DUKE OF YORK
Celebration.

Flags — Get our quotations before placing orders. — Flags

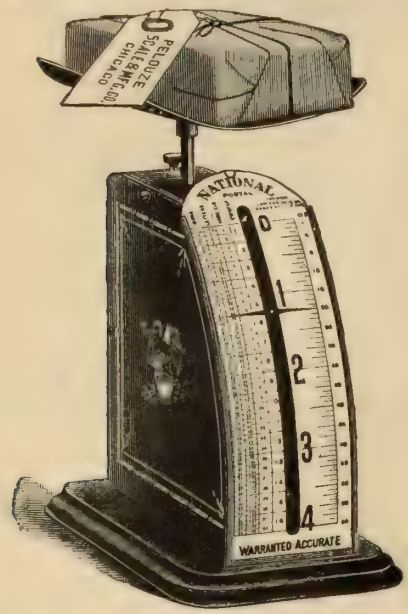
Nerlich & Co.

146-148 Front Street West,
(OPPOSITE UNION STATION)

TORONTO.

FANCY GOODS AND STATIONERY—Continued

knife, and by dropping the letter on the handle it shows if it is overweight. The retail price of the paper knife and letter balance is only thirty-five cents, and it is a most convenient desk necessity.



The demand from all parts of the country at present is for new sundries, which will attract the school children. Warwick Bros. & Rutter have always given these lines special attention and this year are showing



all the new novelties to be found in the way of school requisites. Colored crayons, for map and other drawings, are one of the lines which are shown in great variety. A

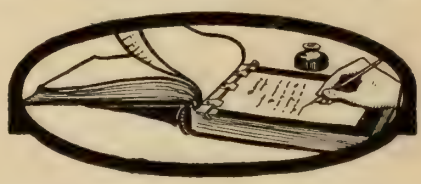


number of different sizes and qualities are shown to retail at 5 cents, while a new size, containing twelve crayons, is made to retail at three cents each, and the younger scholars are given a variety of three styles to choose from for one cent.

Other lines of specialties, such as advertising rulers, blotters, pencil boxes, etc., are carried in great variety. School trade this year with this house has been most satisfactory, the demand for their series of blank practice books far surpassing that of any other season. Samples of these goods would be gladly supplied to any of the trade who have not had an opportunity of seeing the travellers of this house.

PEN CARBON LETTER BOOKS

Warwick Bros. & Rutter report a steadily increased demand for the specialties made by The Pen Carbon Company, the leading line of which is their Pen Carbon Letter Book. This book keeps a record of all letters written, the original of which may be written on private letter paper, inserted as required, and by simply



writing the letter in the usual way, with any style of pen, the copy is made. The sale of these goods is especially large in the smaller cities and towns and all live stationers should have samples of these new lines. We herewith show a cut of this new book with the letter being written and the copy being made at the same time.

SOUVENIR POST CARDS.

Messrs. Rachael Tuck & Sons are to be complimented on the exquisite designing and workmanship produced in their Royal series of Souvenir Post Cards.

The new numbers in the series showing the King and Queen of England and the Duke and Duchess of York are meeting with a most satisfactory demand in Canada. The trade are supplied by Warwick Bros. & Rutter, who are sole agents for Raphael Tuck & Sons.

HYDE'S INKS AND WAX.

The Canadian trade will be interested in knowing that Hyde & Co., the noted English manufacturers of writing inks and sealing wax, are pushing their line in this market. Their Canadian representative is Wm. McPherson, 57 Prince Arthur avenue, Toronto, who will show samples to any inquiring dealer. Hyde's combination writing and copying fluids are known all over the world. Their ink is suited to all climates and can be used with equal satisfaction for letters, ledgers, and the press. It gives two perfect copies at once or one 48 hours after writing. The manufacture of this ink is a chemical secret, writes a good blue and turns an intense and abiding black 24 hours after use. In the matter of sealing wax, Hyde & Co., are the original makers of the "Bank of England Wax," and the "Prize Medal India Wax," for hot countries.

Subscribers wanting goods or special quotations on any hing anywhere in Canada at any time, can get them by mail or wire by corresponding with THE BOOKSELLER AND STATIONER, Toronto or Montreal.

NEW BRITISH PUBLICATIONS

London, July 27, 1901.

IN the early autumn Maurice Hewlett's new book "New Canterbury Tales" will be ready. It is different in style from his other books, but is said to have some of the charm of "The Forest Lovers." The publishers are Messrs. Constable.

Mr. Robert Machray, a nephew of the Canadian Primate, Archbishop Machray, of Winnipeg, has lately written a novel entitled "Sir Hector: The Story of a Scots Gentleman." It will be published in the Autumn by Messrs. Constable.

"An Episode on a Desert Island" is the name of a novel Mr. John Murray will have ready this month. The author, who is a lady, remains anonymous.

Messrs. Hutchinson are about to issue a society novel by Mrs. Violet Tweedale, called "Her Grace's Secret."

Mr. S. R. Crockett's new book, "Love Idylls," will be published by Mr. John Murray on September 3. It will be uniform in size with "An Englishwoman's Love Letters."

Messrs. Constable will have ready in the Autumn "The Lady of the Woods," by Mr. Bernard Capes; and "Cardigan," by Mr. R. W. Chambers.

Messrs. Hodder & Stoughton are about to publish Miss Adeline Sergeant's latest novel, "Sylvia's Ambition."

Mr. John Murray will have ready in a few days a novel by Mr. Hamilton Aidé, entitled "The Snares of the World."

Mrs. Hugh Fraser's new novel is entitled "The Saving Child," and will be published by Mr. Fisher Unwin. The scene is laid in Peking during the early years of the present Emperor.

Two books, of which the late Dr. Mandell Creighton was the author, are about to be published by Messrs. Longmans. The first is entitled "The Church and the Nation," and consists of various charges and addresses. The other is a memoir of Sir George Grey, with the late Bishop of London's memorial sermon preached in Embleton Church, Northumberland, in December, 1883. This memoir is a reprint of a volume privately printed in 1884. Interest, however, is added to it by an introduction by Sir Edward Grey, the grandson of Sir George, and by the reproduction of numerous rare portraits.

The collotype facsimile of the first folio of Shakespeare which is being prepared for publication by The Clarendon Press is expected to be ready before the end of next year. The Chatsworth copy has been deposited on loan in the Bodleian Library, by permission of the Duke of Devonshire, and from it a reproduction is in progress at the Oxford University Press, which, when completed, will be as exact a facsimile as is likely to be produced. This reproduction will be of the exact size of the original, with the necessary margin, and the whole of the 910 pages will be included in the one volume. A brief introduction by Mr. Sidney Lee will be prefixed with as full a catalogue as practicable of all known copies of the first folio. The subscription price for copies in paper boards is five guineas.

BAIN BOOK AND STATIONERY CO. TORONTO

GEO. W. BEALL BOOKS, STATIONERY & JEWELERY LINDSAY ONT.

Book Labels

In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or Color—Any wording or design.
EXPRESS PREPAID.
Levy&Co., Toronto
Label Makers

WM. BARBER & BROS.

Paper Makers,
GEORGE OWN, - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R BARBER.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

ALEX. PIRIE & SONS
LIMITED

PAPERMAKERS

MILLS
ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of the world. A special feature is the manufacture of

MOURNING STATIONERY AND PAPETERIES

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

Leather Goods.

This is a special and **Greatly Developed Department** of our business.

We manufacture and have now in stock a very superior line of

**PURSES, WALLETS,
LETTER and CARD CASES,
PORTFOLIOS, MUSIC ROLLS,
PHOTOGRAPH CASES,
DRESSING CASES,
LADIES' WRIST BAGS, Etc.**

Our New Line of

Chatelaine Bags



Now a necessity to every lady.

Surpass anything hitherto made.

We have them in all the

NEW MAKES and STYLES of LEATHER.

SEAL,
RUSSIA SEAL,
MOROCCO,
WALRUS,
HIPPO.,
RHINO., Etc.

With the **newest** and **finest** of **frames.**

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF
FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

51-53 Wellington Street West,
TORONTO.

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave.,
Lynn, Mass., U.S.A.

WALL PAPER AND DECORATIONS.

THE NEW YORK DISPLAY.

IN August the big wall paper concerns are showing their lines at the Gilsey House, New York. Fashion is just as fickle in the way of wall papers as in all other things, and there is quite a change from the mode of last August.

The tendency is toward more subdued colors, and stripes are more in evidence than formerly. For bedrooms the satin stripe in delicate tints seems to be the favorite. No frieze is used, the paper being carried up to the ceiling, with the picture moulding eight inches from the top. For halls and parlors, papers of large figures and in Oriental colors are popular. There are some most gorgeous patterns in these styles, with a good deal of dull gold carried into the design. With these the half-yard frieze is still used, and often of heavy leatherette.

For dining-rooms the tapestry papers are still liked, with burlap dado. For many years no fashion has come in which has been more satisfactory for dining-rooms as to both appearance and wear. With this combination the frieze is not used. The moulding for odd plates, placques, etc., is still in evidence, but placed a little higher than of yore. In many cases this moulding serves for picture hanging as well. Dealers say that wall papers are more and more replacing kalsomining. The papers cost less, wear longer without becoming soiled, and consequently landlords are far more willing to repaper than to kalsomine their houses.

For bathrooms white tile paper is best liked, does not fade or spot, can be wiped carefully with a slightly dampened cloth and thus be kept fresh and clean for a long time.

GERMS IN OLD WALL PAPER.

The Paperhangers' Union of Philadelphia wants all walls about to be papered thoroughly scraped first, as a sanitary precaution. R. T. Mitchell, of the union, prepared a circular letter to prominent physicians asking their views upon the subject, and it is said that the board of health will be asked to urge compulsory legislation.

"The scraping of the walls does not mean more money to the paperhanger," said Mr. Mitchell. "He is not allowed to do the scraping himself. The cost is trifling, and it really pays for itself in the end. Paper pasted smoothly and evenly wears longer than paper with fragments beneath it. The main consideration, however, is that of hygiene. I know an instance where a parsimonious landlord refused to pay for the scraping of walls in a smallpox-infected house that was about to be repapered, and this is by no means an isolated case."

BUYERS VISITING THE MARKETS.

Wall paper dealers visiting Toronto during the Exhibition in September will be given a hearty welcome at Stauntons Limited, wall paper manufacturers, 944 Yonge street. No doubt many dealers will be glad to take a walk through the company's immense factory and gain an insight into the manufacture of wall paper, which will help them when selling the goods. The company will also have quarters at the Rossin House, where a full line of their samples will be open to inspection, and some of their salesmen will be in attendance to show every attention to visitors as well as to take orders. The company hope to see quite a number of their friends.

GROWING TRADE IN GRAPHITE.

A. K. INGRAHAM, representing The Joseph Dixon Crucible Co., of Jersey City, is making one of his periodical visits to the Canadian trade. To the stationery trade, Dixon's pencils are so well known that a visit by Mr. Ingraham, to Canada, is invariably followed by large orders.

It is characteristic of The Dixon Co. that they have developed around their graphite business an immense trade in cognate and allied lines, so that their Canadian representative is a welcome guest not only to stationery importers, but to hardware firms, machinery houses, and others. A partial list of the goods they manufacture will indicate the extent of their operations, because graphite is put to many uses, and users of graphite require certain articles which The Dixon Co. also make. So a list of goods, including pencils (of every grade and style), lubricants, belt dressing, stove polish, axle grease, graphite for railway use, graphite for electrotypers, crucibles, stovers and clippers, hard oil pumps, etc., etc., means an extensive business in all parts of the world. Mr. Ingraham, like the big concern he represents, is all alive and full of information.

I asked him about the conditions under which trade is pushed in the United States. "Well," he replied, "our dealers generally are hustlers, and they have to be to keep their trade. Even the small dealers are awake to this. Take the matter of pencils, for example. The stationer makes every effort to keep his own trade at home. He solicits and obtains the local custom of all big companies or manufacturers with headquarters or branches in his town. Men from outside, especially in the cities, come after this trade and the local dealer to keep it, must be a hustler. He must show the company whose trade he is after that he can do as well as a bigger outside house. In order to prove this he must place a large order so that his prices are right. One big order brings another and he soon gets the reputation locally of being quite as satisfactory a source of supply as an outside competitor. I have known a dealer in a small village place an order for 150 gross of pencils. This is only possible where the dealer is getting all his local trade. By working into local prominence, such as going on the school board, etc., he gets control of this trade.

"Canadian trade? It is expanding well, and I notice that there is a demand for special things in which a man can work up a trade of his own."

Mr. Ingraham is an interesting man to talk with, and The Dixon Co.'s own wise policy of adding new lines so as to develop the graphite business in every shape and form is in itself a valuable pointer to every merchant in Canada no matter what line of business he is in.

ENGLISH NOTES.

Mr. Hall Caine is the subject of a monograph by Mr. C. Fred. Kenyon, which Messrs. Greening have in preparation for their English Writers of To-day Series. The book, to which Mr. Hall Caine will contribute an introduction, will contain many unpublished letters from Ruskin, Rossetti, Wilkie Collins, and other well-known men.

Not many members of Parliament are associated with the publishing business. The latest who has thus interested himself in the issue of books is Mr. John Stanhope Arkwright, M.P., who has entered into partnership with Mr. R. Brimley Johnson. Mr. Arkwright is nearly 30 years of age, and was educated at Eton and Christ Church, Oxford. At the general election he was returned unopposed for Hereford, and is a member of the Liberal-Unionist party. Mr. Arkwright is the author of a small volume of poems entitled, "The Last Muster."

Mr. Andrew Lang's Christmas book for this year is entitled the "Violet Fairy Book," and will be published with eight colored plates and fifty-four other illustrations. Another book of his is now in the press. It is called "The Mystery of Mary Stuart." It is an investigation into the character of Queen Mary, and especially as to her relations with the Earl of Bothwell and the other murderers of her husband, Lord Darnley. Mr. Lang has enjoyed the advantage of using authentic materials hitherto unknown to historians, among them a number of documents employed by Mary's enemies in getting up their case against her.

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

1901—1902.

SPECIAL REPORTS FROM A MAJORITY OF OUR TRAVELLERS TO DATE SHOW THAT IN NO INSTANCE HAVE THEY FAILED TO RETAIN AND GENERALLY INCREASE OUR TRADE WITH EVERY DEALER VISITED * * * PROVING OUR LINE OF WALL PAPERS, FROM BLANKS TO VARNISHED GILTS, TO BE THE MOST COMPREHENSIVE, WELL COLORED, AND

BEST VALUE

IN THE MARKET.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of June, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12290. M. Gydion. By W. W. Hicks. Benjamin F. Austin, Toronto.

12291. A Talk on Jewels. Ryrie Bros., Toronto.

12293 to 12297. Photographs of His Grace Archbishop Bruchesi. Joseph A. Dumas, Montreal.

12300 to 12307. Eight circulars entitled: A Gold Mine on Your Farm; The Spramotor Will Kill Wild Mustard; Take Time by the Forelock; You Figure Wrong; You can Keep Busy; A Plain Tale; Drumming Up; Money Talks. W. H. Heard, London, Ont.

12308. Commercial Equivalents for Foreign Price Lists. Temporary copyright. Pardon Gray Van Vleet, Toronto.

12309. The French-Canadian Scholar's Companion." An English Grammar based on French Grammar comprising the substance of the best English Grammars. Rev. J. E. Chamberland, Quebec.

12310. Manual of Practical Book-keeping. By R. Goltman. Second edition. Robert Goltman, Montreal.

12311. The Perfect Creamery Patrons' Account Book. Victor Guertin, Montreal.

12312. Astronomy. The Great Macrocosm. By M. Hoover. Martin Hoover, Winnipeg.

12315. Scott's Lay of the Last Minstrel. Being the Literature prescribed for the Junior Matriculation and Junior Leaving Examinations, 1902. Edited with Introduction and Notes by W. J. Alexander, Ph. D. Copp, Clark Co., Toronto.

12316. The New Brunswick Readers: The Fifth Reader. W. J. Gage & Co., Toronto.

12317. The Practical Speller. 20th Century Edition. W. J. Gage & Co., Toronto.

12318. Silks and Rags. Waltzes. By Fred. S. Stone. Whaley, Royce & Co., Toronto.

12319. Just An Idle Dreamer. Words and Music by Thos. H. Chilvers. Whaley, Royce & Co., Toronto.

12320. Improved Music Staff. By Alfred D. Miller, Newmarket, Ont.

12321. The Gates of Mercy. By Evelyn Swan. Temporary copyright. National Press Agency, London, Eng.

12322. One of the Bravest. By Mrs. C. N. Williamson. Temporary copyright. National Press Agency, London, Eng.

12323. The Rajah's Rubies. By Harold Child. Temporary copyright. National Press Agency, London, Eng.

12324. Christian Instruction in the Public Schools of Ontario. Rev. James Middlemiss, Elora, Ont,

12326. Lovell's Merchandise Coupon Book. Robert James Lovell, Toronto.

12327. The Annual Financial Review. Canadian July, 1901. Volume I. Wm. Robert Houston, Toronto.

12328. The World's Great Classics Letter Testimonial. First Series. Pamphlet. Henry T. Thomas, Montreal,

12329. National Peace. Poem by G. Whitcombe Grote, London, Eng.

12331. Le Vieux Muet, ou Un Héros de Chateauguay. Par J. B. Caouette. Jean Baptiste Caouette, Beauport, Que.

12332. Parade of the Fireflies. Characteristic Dance. By Frank Feldman, jr. Cohen & Hughes, Baltimore, U.S.

12333. Our Country's New Defenders, Boys: Hurrah! Ha! Ha! Words and Music by Francis Webb, Ashcroft, B.C.

12334. The Nineteenth Century Series: Progress of South Africa in the Century. By George McCaull Theal, D.Lit., LL.D. Volume X. Bradley-Garretson Co., Toronto.

12335 to 12337. Charts of the River St. Lawrence. Thos. J. Craig, Toronto.

INTERIM COPYRIGHTS.

701. The Cash Buyers' Dividend or Interest Cheque. Alphonse Gèlinas, Ste-Anne de la Pérade, Que.

702. Our Boys in South Africa. Douglas Ford, Toronto.

703. The Constitution and By-Laws of the Canadian Pension Association. Frederic Gregg Neelin, Seaforth, Ont.

704. Sister Canada. A Romance. By Edgar J. M. Hart, Three Rivers, Que.

BOOKS AT NET PRICES.

Editor "Bookseller and Stationer":—Your reference to the net price basis on which many books are being sold in the States to-day is timely. I am finding it hard to compete with city stores which cut the prices of new fiction, and do not see why if a remedy can be applied in the States to a similar condition, one should not apply here.

A number of the new novels by popular authors are coming out now in Canadian editions, and we are prevented from selling other editions. Yet, if we do handle Canadians, we find the profit in them is taken away by the department stores cutting the prices away down.

Now it strikes me it is about time to put a stop to this, and I want to know why the chief booksellers do not lay their heads together and see what could be done. Can the publishers of Canadian editions not agree to stop selling to stores that cut on new books?

Yours,

DEALER.

July 31, 1901.

THE BRITISH MONTHLY.

The British Monthly, edited by Dr. Robertson Nicoll, an illustrated monthly record of religious life and work, continues to provide an interesting and instructive programme for Canadian readers. The June issue contains articles on the Primitive Methodist Church, the joint conference of the Baptist and Congregational Unions, and Lord Provost Cbisholm, of Glasgow. The July issue has an illustrated article on Andrew Carnegie, by Ian Maclaren, another on Rev. W. Carlisle, founder of the Church Army, and an early portrait of Dr. Parker, the famous preacher at the London City Temple. Portraits are a special feature with The British Monthly, which contains much to interest those who wish to keep in touch with British religious movement. The magazine can be obtained of the Upper Canada Tract Society, Yonge street, Toronto. The English price is 6d. net.

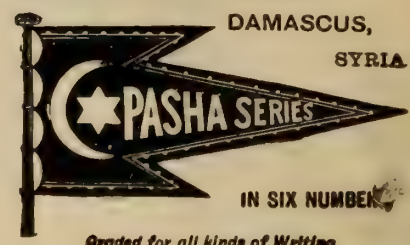
RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter TORONTO

Standard Commercial Works.

Matte's Interest Tables,

At 4. 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. by CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1 12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables, by EWING BUCHAN. Second edition. Price, $4.00

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

NOTES OF CANADIAN TRADE

THE old and well established firm of Morton, Phillips & Co., stationers, Montreal, has been reorganized, with Messrs. C. S. J. Phillips and R. J. Gibson as sole partners, Mr. Hugh Cameron dropping out.

Crawley Bros., picture dealers, Toronto, have dissolved partnership.

The sheriff is in possession of the business of W. H. S. Lane, stationer, North Sydney, N. S.

The stock of G. Hardy, stationer, Sorel, Que., was partially damaged by smoke; insured.

D. K. Currie, bookseller and stationer, Summerside, P.E.I., has sold out to K. H. Montgomery.

H. G. Robertson, stationer and druggist, Dundas, Ont., has sold out to A. W. Ralph, of Hamilton.

George N. Morang, of Geo. N. Morang & Co., publishers, Toronto, was elected a vice president of the Leipzig Congress of Publishers in June.

A petition has been filed in court in Toronto to wind up The G. M. Rose & Sons Co., Limited, publishers, of Toronto. The claim is in the form of a Division Court judgment against the company for $187, which includes a judgment of $56 also obtained against the company by W. O'Brien, which judgment Mr. Carrie bought in. The company, according to the papers filed, was incorporated in 1898 with an authorized capital stock of $25,000, of which $1,050 has been subscribed by stockholders.

S. B. Gundy, A. M. Huestis and E. S. Caswell, of the Methodist Book Room, left Toronto on Thursday, August 1, for a fortnight's vacation on Georgian Bay. Mr. W. P. Gundy, of The W. J. Gage Co., and Mr. Jas. Swift, of The Copp, Clark Co., were also in the party. Let the bass beware when men skilled in angling for new novels and fishing for new trade go after them.

Rev. Dr. Briggs, book steward of the Methodist Book and Publishing House, sailed from Montreal on August 7 to attend the Ecumenical Conference of Methodism, which meets in London in September. Dr. Briggs is the Canadian representative on the business committee of the conference, and is down on the programme for a couple of addresses.

Within the past month or two, Nerlich & Co., of Toronto, have opened up a sample-room in Montreal at 301 St. James street. The manager will be Mr. T. F. Clark, who has represented this firm through the Province of Quebec for 20 years. Associated with him will be Mr. Hermann Nerlich, who is settling in Montreal. The sample-room is a bright and airy room, as large as an ordinary flat. The samples are now in, and customers will be welcome at any time to inspect their china, glassware, fancy goods, toys, toy books, purses, tobacconists' and druggists' sundries, etc.

STOPPING CUTTERS' SUPPLIES.

The management of the American Publishers' Association has worked overtime for weeks to ferret out and trace the agents who have been furnishing supplies of books to the price-cutters. Step by step Mr. Emory has been successful in hunting down the intermediaries, sometimes going miles afield in his chase. In most cases the agents for the price cutters have been able to obtain supplies unchallenged and quite readily from jobbers and large dealers in books. It seems, therefore, desirable for all who handle large quantities of books, and who may be interested in the success of the reform movement, to exercise more than ordinary care in dealing with unknown persons—for cash or otherwise.—New York Publishers' Weekly.

"Staunton"

Wall Papers

We don't know any better testimony to the excellency of the Staunton 1902 line than the generous orders that are daily coming to us.

Maybe your order is in! Maybe it isn't!

Our traveller is getting to you as fast as he can, if he has not been there already.

It will pay you to wait for him—he has Wall Papers at prices that will interest every up-to-date dealer.

Every dealer who has seen this line says it's the best yet.

Staunton's Limited Toronto

Formerly M. Staunton & Co.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "Graustark," by G B. McCutcheon. McLeod.
2. "The Crisis," by W. Churchill. Copp.
3. "Helmet of Navarre," by B. Runkle. Copp.
4. "The Sky Pilot," by R. Connor. Westminster.
5. "Cinderalla," by S. R. Crockett. Copp.
6. "Eben Holden," by I. Bacheller. Briggs.

CAARLOTTETOWN.

1. "Kidnapped Millionaries," by U. Adams. Gage.
2. "Like Another Helen," by G. Horton. Montreal News Co.
3. "The Puppet Crown," by H. McGrath. Montreal News Co.
4. "Mistress Nell," by Hazleton. Copp.
5. Joscelyn Cheshire," by S. B. Kennedy. Gage.
6. "The Third Floor," by Mrs. Dudeney. Gage.

GUELPH.

1. "The Crisis," by W. Churchill. Copp.
2. "Tarry Thou Till I Come," by G. Croly. Briggs
3. "Helmet of Navarre," by B. Runkle. Copp.
4. "God's Puppets," by I. Clark. Gage.
5. "Visits of Elizabeth," by E. Glyn. Morang.
6. "Graustark," by G. B. McCutcheon. McLeod.

KINGSTON.

1. "Daughter of New France," by M. C. Crawley. Mussen.
2. "Lords of the North," by A. C. Laut. Briggs.
3. "God's Puppets," by I. Clark. Gage.
4. "The Crisis," by W. Churchill. Copp.
5. "The Octopus," by F. Norris. Morang.
6. "Visits of Elizabeth," by E Glyn. Morang.

MONCTON.

1. "The Crisis," by W. Churchill. Copp.
2. "Like Another Helen," by G. Horton. Montreal News Co.
3. "The Puppet Crown," by H. McGrath. Montreal News Co.
4. "Tarry Thou Till I Come," by G. Croly. Briggs.
5. "Cinderella," by S. R. Crockett. Copp.
6. "Ralph Marlowe."

OTTAWA.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "God's Puppets," by I. Clark. Gage.
4. "Cinderella," by S. R. Crockett. Copp.
5. "Prince Rupert."
6. "Puppet Crown," by H. McGrath. McLeod.

STRATFORD.

1. "God's Puppets," by I. Clark. Gage.
2. "Mantle of Elijah," by I. Zangwell. Gage.
3. "The Octopus," by F. Norris. Morang.
4. "Eleanor," by Mrs. Ward. Briggs.
5. "The Cardinal's Rose," by S. V. Sutphen. Briggs.
6. 'Heart's Highway," by M. Wilkins.

ST. JOHN.

1. "The Crisis," by W. Churchill. Copp.
2. "The Puppet Crown," by H. McGrath. Montreal News Co.
3. "Graustark," by G. B. McCutcheon. McLeod.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Cinderella," by S. R. Crockett. Copp.
6. "Like Another Helen," by G. Horton. Montreal News Co.

VANCOUVER.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Pro Patria," by M. Pemberton. Copp.
3. "Graustark," by G. B. McCutcheon. McLeod.
4. "Her Mountain Lover," by H. Garland. Copp.
5. "Good Red Earth," by S. Phillpots. Gage.
6. "Lone Star Rush."

CANADIAN SUMMARY.

	Points.
1. "The Crisis," by W. Churchill	64
2. "The Helmet of Navarre," by B. Runkle..	47
3. "God's Puppets," by I. Clark	37
4 "Graustark," by G. B. McCutcheon	28
5. "The Puppet Crown," by G. Horton	26
6. "Cinderella," by S. R. Crockett	21

ENGLAND.

1. "The Crisis," by W. Churchill. Macmillan, 6s.
2. "Jack Raymond," by E. L. Voynich. Macmillan, 6s.
3. "Master Christian," by M. Corelli. Methuen, 6s.
4. "Casting of Nets," by R. Bagot. Arnold, 6s.
5. "Penlope's Irish Experiences," by K. D. Wiggin. Gay, 6s.
6. "Cardinal's Snuff Box," by H. Harland. Lane, 6s.

SCOTLAND.

1. "Doom Castle," by N. Munro. Blackwood, 6s.
2. "A Crafty Foe," by H. Nisbet. White, 6s.
3. "Sirius," by E. T. Fowler, Hodder, 6s.
4. "Silver Skull," by S. R. Crockett. Smith, Elder, 6s.
5. "Five Years of My Life," by A. Dreyfus. Newnes, 6s.
6. "Tony's Highland Tour," by J. A. Hammerton. Marshall, 2s. 6d.

UNITED STATES.

1. "The Crisis." Macmillan, $1.50.
2. "Helmet of Navarre." Century, $1.50.
3. "The Puppet Crown." Bowen, $1.50.
4. "The Visits of Elizabeth." Lane, $1.50.
5. "Alice of Old Vincennes." Bowen, $1 50.
6. "Graustark." Stone, $1.50.

NEW U.S. POSTAL REGULATIONS.

The United States Postmaster-General has issued an order depriving publications with the characteristics of books of the benefit of second-class mail matter. This strikes at the "libraries" issued weekly or monthly by publishers. Another order cuts off advertising sheets which pose as journals or newspapers as follows :

"The subscription price must be shown by the publication, and when it appears from the contents or from the extrinsic inducements offered in common with it, that the circulation of the publication is not founded on its value as a news or literary journal and that subscriptions are not made because of such value, but because its offers of merchandise or other consideration result, in effect, in its circulation at apparently a nominal rate, such publication does not come within the requirements of the law for acceptance as second-class matter."

The "Annual Financial Review," compiled by W. R. Houston, of the Dominion Bank, Toronto, is a carefully prepared précis of facts regarding securities listed on the Montreal and Toronto stock exchanges. It is the first Canadian preparation of this kind and is almost indispensable to business men, bankers, insurance managers, lawyers and investors generally. It retails at $3 and is conveniently bound and printed. It is brought down in detail to July 1, 1901, and is thus strictly down to date. In it are all the leading banks, loan companies, lighting companies, mining, navigation and railway companies, and a vast mass of information of practical value to the public.

An American exchange says that according to a despatch from London, "The Canadian Government has appealed to the British Postmaster-General requesting that the postage to Canada on British magazines be reduced. Canadian Government officials say that American magazines circulate in Canada at the rate of 1 cent per pound, whereas the British magazines cost 8 cents per pound. In consequence the American periodicals are driving the British out of Canadian markets."

This is true only as regards the higher-priced English magazines, like The Pall-Mall, Windsor, etc.; but, those who have adopted the American 10-cent rate are selling as well as any of the American magazines, except, perhaps, Munsey's. Pearson's, The Strand, Royal, Harmsworth's, etc., hold their own easily and show no signs of falling off in sales.

INDEX TO ADVERTISEMENTS.

	page.
Barber & Bros., Wm	15
Barber & Ellis Co., Limited	12
Briggs, William	9
Brown Bros., Limited	15, 18
Buntin, Gillies & Co.	Outside back cover
Burge, Warren & Ridgley	1
Castell Bros., Limited	Outside back cover
Confederation Life Association.	Outside back cover
Copp, Clark Co., Limited, The	2, 7
Curry, George	18
Desbarats Advertising Agency	15
Dixon Crucible Co., Jos.	Outside front cover
Gage & Co., Limited, W. J	9
Gillott, Joseph	1
Hyde & Co	7
Kelk, F. & E. W	11
Levy & Co	15
Lyman, Henry L	1
Morang & Co., Geo. N.	7
Morton, Phillips & Co.	18
Nerlich & Co	11, 13
Partridge & Co., S. W	1
Payson's Indelible Ink	15
Pirie & Sons, Limited, Alex.	15
Publishers' Syndicate, Limited, The	6
Roberts' Advertising Agency	15
Standard Crayon Co.	15
Stauntons, Limited	19
Turkish Steel Pen Co.	18
Watson, Foster Co., Limited, The	17
Warwick Bros. & Rutter	Inside front cover, 18
Western Assurance Co	1

MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

The Canadian Grocer.

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

Hardware and Metal.

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

The Dry Goods Review.

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hats, caps and clothing trades.

The Military Gazette.

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

The Printer and Publisher.

Official organ of the Canadian Press Association and The Employing Printers' Association.

The Bookseller and Stationer.

The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

The MacLean Publishing Co. LIMITED

MONTREAL and TORONTO.

BEFORE PLACING ORDERS FOR

SCHOOL SUPPLIES

Text Books
Copy Books
Drawing Books
Scribblers
Exercise Books
Crayons
Slates
Slate Pencils
Lead Pencils
Pens
Ink
Foolscap, all rulings
Tablets, Etc., etc., etc.

SEE OUR LINE!

You can save money by corresponding with

Buntin, Gillies & Co.

HAMILTON.

Eastern Office
21 Mechanics' Building
St. James St., - MONTREAL.

Careful attention to Mail Orders.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

Castell Brothers

LIMITED

Wholesale Stationers,

LONDON, ENGLAND,

desire to inform the trade that they have appointed

THE COPP, CLARK CO., Limited

64-66 Front Street West,

TORONTO,

Canadian Agents for the sale of

Plashwater Weir Mill

registered as a trade mark for writing paper in Canada.

Castell Brothers will institute legal proceedings against any firms, whether wholesale or retailers, who infringe their rights by supplying paper with this title not emanating from their establishment.

THE BOOKSELLER AND STATIONER

SPECIAL AUTUMN ISSUE



THE MACLEAN PUBLISHING CO LIMITED
MONTREAL, TORONTO, LONDON ENG. & NEW YORK U.S.A.

"THE ACME OF PERFECTION."

Writing Tablets

Tablets padded by the celebrated Johnson Process are the highest standard of excellence that can be produced in this form of Stationery. They cost no more than inferior goods.

A FEW LEADING LINES MADE UNDER THIS PATENT ARE:

Vulcan Bond—Superfine Linen bond stock, in four sizes.

Kenmore Linen—Fine linen paper, universally appreciated.

Silver Flax—Linen laid stock, a favorite line.

Antique Linen Bank—A novelty in thin paper, specially made.

Foreign Linen—Fine Linear stock, for foreign correspondence.

The Society—White wove paper, in four sizes.

The Liberty—An attractive design, with laid stock.

The Strathcona—A leading number, at popular prices.

The Standard—Expressly manufactured for jobbing trade.

The Regal—Exceptional value as a low-price article.

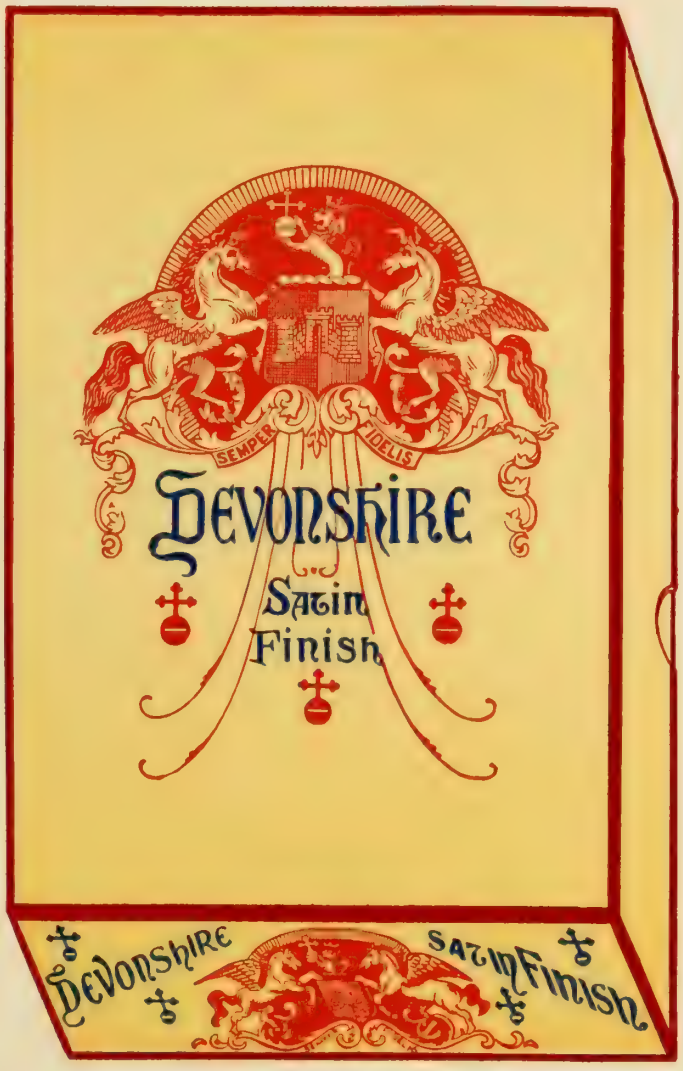
These are a few, there are many others. We would gladly send you a set of samples. Special designs submitted if desired.

MADE AND SOLD ONLY BY THE PATENTEES

Warwick Bro's & Rutter

Manufacturing Stationers TORONTO

Devonshire Note



The lovely velvet finish that makes writing so pleasant is peculiar to Devonshire Note

An appreciated line, manufactured by WARWICK BRO'S & RUTTER, and sold by the leading Stationers throughout Canada

BLACKIE & SON'S NEW BOOKS

NEW BOYS' BOOKS.

By G. A. Henty.

With Roberts to Pretoria: A Tale of the South-African War. With twelve full-page Illustrations by WILLIAM RAINEY, R.I. Crown 8vo, olivine edges, 6s.

At the Point of the Bayonet: A Tale of the Mahratta War. With twelve full-page Illustrations by WAL PAGET. Crown 8vo, olivine edges, 6s.

To Herat and Cabul: A Story of the First Afghan War. With eight full-page Illustrations by CHARLES M. SHELDON. Crown 8vo, olivine edges, 5s.

By Capt. F. S. Brereton, R.A.M.C.

Author of last year's successful books, "**With Rifle and Bayonet**" and "**In the King's Service.**"

A Gallant Grenadier: A Story of the Crimean War. With eight full-page Illustrations by WAL PAGET. Crown 8vo, olivine edges, 5s.

The Dragon of Pekin: A Story of the Boxer Revolt. With eight full-page Illustrations by W. RAINEY, R.I. Crown 8vo, olivine edges, 5s.

By Dr. Gordon Stables, R.N.

In Quest of the Giant Sloth: A Tale of Adventure in South America. With six full-page Illustrations by J. FINNEMORE, R.I. Crown 8vo, 3s. 6d.

By John Samson.

In the Dictator's Grip: A Story of Adventure in the Pampas and Paraguay. With six full-page Illustrations by PAUL HARDY. Crown 8vo, 3s. 6d.

By Charles Squire.

The Great Khan's Treasure: A Story of Adventure in Chinese Tartary. With six full-page Illustrations by MONRO S. ORR. Crown 8vo, 3s. 6d.

By E. Harcourt Burrage.

Carbineer and Scout: A Story of the Boer War. With four page Illustrations. Crown 8vo, 2s. 6d.

HIGH-CLASS FICTION.

By Katharine Tynan.

A Girl of Galway: With eight full-page Illustrations by JOHN H. BACON. Crown 8vo, gilt top, 6s.

By Ethel F. Heddle.

An Original Girl. With eight full-page Illustrations by GORDON BROWNE. Crown 8vo, gilt top, 6s.

By Eliza F. Pollard.

The Doctor's Niece. With six Illustrations by SIDNEY COWELL. Crown 8vo, 3s. 6d.

By Ellinor Davenport Adams.

Those Twins! With a Frontispiece and 28 Illustrations by S. B. PEARSE. Crown 8vo, 2s. 6d.

By J. M. Callwell.

A Little Irish Girl. Illustrated by HAROLD COPPING. Crown 8vo, 2s. 6d.

By Bessie Marchant.

Three Girls on a Ranch: A Story of New Mexico. With four-page Illustrations by W. E. WEBSTER. Crown 8vo, 2s. 6d.

A NEW NATURAL HISTORY WITH BEAUTIFUL ILLUSTRATIONS.

The World of Animal Life.

An Introduction to the Wonders of the Animal World. Profusely Illustrated with Engravings after F. SPECHT and other eminent artists. Square 8vo, cloth elegant, gilt top, 5s.

Blackie's Finely Illustrated Books.

Nonsense, Nonsense. With 28 pages in Full Color, 36 pages in two colors, cover design and end papers, by CHARLES ROBINSON. Verses by WALTER JERROLD. Picture boards, 10¾ inches by 8¾ inches, cloth back, 6s.

Gammon and Spinach: Pictures by STEWART ORR, Verses by JOHN BRYMER. Cover design and twenty-four pages in Full Color. Picture boards, cloth back, 6s.

The Animal Book A Natural History for Little Folk. With a Colored Frontispiece and thirty-four full-page Illustrations by F. SPECHT. Crown quarto, 11¼ inches by 9½ inches, picture boards, cloth back, 2s. 6d.

An Animal A. B. C. With twenty-four pages in two colors, and twenty-six pages in black and white. Picture boards, cloth back, 2s. 6d.

Blackie's New Picture Books.

Picture Covers, Full of Colored Illustrations.

Six Volumes at Threepence.
Eighteen Volumes at Sixpence.
Seven Volumes at One Shilling.
Seven Volumes at Two Shillings (cloth, gilt edges).
Two Volumes at Two Shillings and Sixpence.
Two Vols. at Three Shillings and Sixpence (cloth, gilt edges).

WRITE FOR 120 pp. ILLUSTRATED CATALOGUE,

TORONTO, ONT.: THE COPP, CLARK COMPANY, LIMITED.
METHODIST BOOK ROOM.

London, Eng.: Blackie & Son, Limited.

OLIPHANT, ANDERSON & FERRIER

EDINBURGH AND LONDON

invite applications from BOOK BUYERS, BOOKSELLERS and LIBRARIANS for their

SPECIAL CANADIAN CATALOGUE

which contains valuable and interesting books arranged under the following among other headings. These are all produced in the most attractive style, and, being published at moderate prices, command a ready sale. The Catalogue will be sent post free to any address.

FICTION BY EMINENT AUTHORS

Books by ANNIE S. SWAN, ADELINE SERGEANT, OLIPHANT SMEATON, EDWARD GARRETT, ARTHUR W. MARCHMONT, J. H. NEEDELL, HANNAH B. MACKENZIE, ETHEL F. HEDDLE, P. HAY HUNTER and others.

FOR PREACHERS, TEACHERS AND PRIVATE READERS

DR. ALEXANDER WHYTE'S LECTURES AND BIOGRAPHIES, DR. J. R. MILLER'S books; BIBLE COMMENTARIES, ILLUSTRATIONS and EXPOSITIONS; and DEVOTIONAL, ETHICAL, HISTORICAL and DOCTRINAL books by the best writers.

The section of

TRAVEL, ADVENTURE AND MISSIONARY ENTERPRISE

is rich in illustrated books on the HISTORY AND ANTIQUITIES OF EDINBURGH, and contains most valuable recent books on Foreign Missions to LIVINGSTONIA, OLD CALABAR, etc.

THE FAMOUS SCOTS SERIES

has been characterized by critics as "the best biographical library ever published." These forty volumes on the most interesting Scotsmen, written by authors of the highest standing, printed and bound in beautiful style, and published at 50 cents, ought to be in every PUBLIC, PRIVATE, SUNDAY-SCHOOL and VILLAGE LIBRARY throughout the DOMINION.

REWARD BOOKS FOR THE YOUNG

OLIPHANT'S name on any book has for more than half a century been held as a guarantee that the contents are bright, wholesome and pure, while the paper, illustrations and bindings make their various series attractive to young readers. SUNDAY-SCHOOL LIBRARIANS can replenish their shelves at comparatively little cost from the long list of suitable books ranging in price from a dollar to eight cents.

Ask for our Books at the Wholesale and Retail Book Stores, and write for a copy of this list, which will be sent by return mail on application to

OLIPHANT, ANDERSON & FERRIER

30 St. Mary Street, EDINBURGH. **21 Paternoster Square, LONDON, E.C.**

BankBooks

Our Bindery is the largest in the Dominion. We make the greatest variety and give the best **values.**

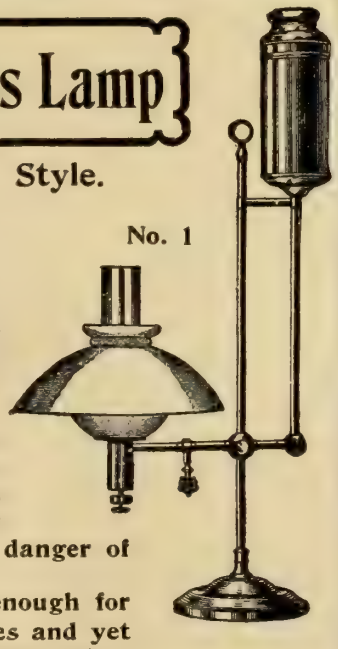
W. J. Gage & Co., Limited

54, 56 and 58 Front Street West,
1, 3 and 5 Piper Street,

TORONTO.

The Auer Gas Lamp

Money-Back Style.



No. 1

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

Your Money Refunded if you are not Satisfied.

AUER LIGHT CO., 1682 Notre Dame Street, NONTREAL.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

A Business Sum —

OUR ADD

telling about some good lines for

YOUR GAIN.

GAMES The long Fall evenings start the sales.
Send for our List and let us have your order.
We are manufacturers of all that's good in Games

PAPETERIES Newest and nicest are our lines to retail at 10c., 15c., 20c., 25c., 50c.
See samples with our Travellers.

DECORATIONS For The Duke of York Celebrations.
Garlands for Festooning.
Chinese Lanterns—a large assortment.
Our noted fast-color Cotton Flags.
Dominion Ensign. Union Jack. French Tri-Color.

TISSUES Best English Flat Tissues, 100 Shades. Tissue Paper Flags. Toilet Tissues.
Bainbridge American Crepe Tissue, 45 art shades, 7-foot rolls, 6½ cents, $5.75 per 100

CRAYONS Send for our Descriptive Circular.
A Chalk Talk on Lines of Mark.

INKS **ORDER NOW** and save the difference between Summer and Winter freight rates.
Stephens'
Walkden's
Underwood's
Stafford's
In all sizes and at closest prices.

Have You Ordered Pocket Diaries for 1902 ?

SEND FOR LIST. THE DOMINION DIARIES ARE THE BEST.

New and Novel. | For Xmas | Sun-Bonnet Pictures

The Copp, Clark Co., Limited

64-66 Front St. W., Toronto.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, SEPTEMBER, 1901. No. 9.

TOPICS OF TRADE INTEREST.

THE TRADE PAPER.

DO you read a trade paper? If not, why not? Of recent years the trade paper has come to the front as practically a new thing. It is a modern necessity for the merchant. Now a-days a business of any kind is a highly specialized affair. Special channels of information are required. There are dealers who get along without a trade paper. There are likewise persons who never read books and seldom buy newspapers. They are not progressive people, and usually not models of intelligence. The present issue of THE BOOKSELLER AND STATIONER appeals to the dealer in books, stationery, fancy goods, music and wall paper on the ground of practical usefulness. It is the only journal of the kind in Canada, and it has been in existence since 1884. During that period it has received the support of the trade, and hopes during the coming year to improve those features which the members of the trade have found of value to them. We thank our readers east and west for their friendly support and shall be glad to hear from them at all times on any subject of trade concern. The country is steadily expanding and growing more prosperous, so that the future prospects of our book and stationery dealers are hopeful. The trade is on a far better basis than it was a few years ago. Despite competition we believe it will go on improving. We cordially invite all the readers of the present issue who are not regular subscribers to join the army of readers who receive the paper each month, and who testify that they consider they get the worth of their one dollar per year.

***

THE BOOKLOVER'S LIBRARY.

THE advent of this organization in Canada will not be viewed with satisfaction by the regular booksellers. It is shortly to open a branch in Toronto, and if it proves successful will doubtless be extended to other places. The enterprise was discussed at the late meeting in New York of the American Booksellers' Association, and as it is a matter of very considerable and direct importance to Canadian dealers they should also consider it carefully. The basis of the enterprise is that an individual reader subscribes $5 per year and gets one book a week—any book he selects. The books are sent free of charge and taken away also without charge. In some places in the States the formation of these reading circles has made serious inroads upon the regular trade. A customer told one dealer: "I do not deal with you now unless to buy a book I want to add to my permanent collection. Those I merely wish to read I get from this organization." So much fiction is read now-a-days, and these are usually books which people do not wish to keep, that the dealer's sales might easily drop away down in the face of this curious yet serious form of competition.

How can it be met? This point was also discussed at the New York meeting. One dealer advocated stores heading off the new movement by forming book clubs of their own. This idea was really the only practical one advanced. As our readers know, it is being tried in more than one Canadian store. The most accessible to the writer is that conducted by Mr. Huestis, of the Bain Book Co., Toronto, and we quote the rules governing that one for the benefit of the retail trade generally:

THE READING CLUB.

The terms of membership are:

1. Entrance Fee—50 cents per annum.
2. "Reading Club" Fee, per week — 10c. per volume, payable strictly in advance.
3. Books kept out over seven days—10c. per week extra.
4. Books kept out over three weeks will be charged up to Subscriber—less the fee paid on taking out the book.
5. Books must be returned in good order.
6. Books cannot be delivered by us.
7. Any book in stock to the value of $1.50 retail, may be taken out in the "Reading Club."

A liberal supply of all the leading books of fiction, as issued, will constantly be kept in stock by us. We have always made a specialty of the very latest fiction—and intend keeping up to our reputation.

As we intend limiting the number of Subscribers to our "Reading Club," applications should be made on the accompanying blank form at once.

The Bain Book and Stationery Co.,
per A. E. HUESTIS, Manager.

***

FEATURES OF BOOKSELLING.

WE must confess that the advent of this new subscription library with its seductive programme of a new book each week, coming on top of the price-cutting by departmental stores, is not cheerful news for the trade. But there must be means of infusing new life into the regular trade. Each dealer knows his own town and his own business best. We do not profess to know better than he does. What might answer in one place might not do in another. But there are certain methods which we feel sure are going to be part of the retail book trade of the future, and which might

be put in operation now, in a tentative, modified to suit each particular case :

1. The instalment plan. This should not be left wholly to outside agents who go through the large centres, representing big concerns, and who deliver a whole set of volumes down for $1, collecting each month for the instalments until the whole sum is paid up. The local dealer ought to get some of this trade himself.

2. Direct solicitation outside the store. The whole of a dealer's best trade can no longer be done by sitting around behind the counter and waiting for people to come in. Books are a luxury. Nowadays there are many luxuries. Books have to compete with a number of other attractions for a share of a man's spare cash. Some form of sending books on approval to the best customers in the town must be devised.

***

NET PRICES.

LET readers go over the interviews and letters in another part of this issue on the question of a net-price system for Canadian books. The matter is in the hands of the trade. The columns of THE BOOKSELLER AND STATIONER are open to discussion. We shall be glad to be the means of arranging a conference, if one is thought advisable. There is a good deal of apathy among booksellers in trade matters. Do they not see that this is a matter in which unity is essential? If time does not permit of a general meeting of booksellers, can they not fix on someone in some common centre—say Montreal or Toronto—who can keep a list of those willing to cooperate, so that a preliminary step, at least, can be taken in respect to arranging a plan acceptable to the whole trade? The editor of this paper will be glad to take charge of any communications and see that they are brought to the attention of the leading publishers.

"Told by Two" is a romance of the Bermudas, by Marie St. Felix. It is her first book since 1896, and by many is considered her best. The story is told in the form of letters, reflections and diary entries of the hero and heroine, and it will interest all. M. A. Donohue & Co., Chicago, publish it in cloth at $1.25, and in a handsome paper cover at 50c.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

LIBRARIANS would do well to put in early their orders for such annual volumes for 1902 as they consider indispensable. For instance, Whitaker's Almanac, Hazel's Annual, etc., are usually out in London the early part of December, and nothing pleases readers more than to have the annuals early, instead of waiting until some time along in the new year before being able to consult them. October is not a bit too early to order them.

An experienced librarian says that one of the most useful habits which librarians can form is to keep a memorandum of new books beside them, adding to it every day. In this way when the board meeting takes place at the end of the month or the end of the quarter, as the case may be, the librarian has his list of books that might be bought all ready. It is just as well to include even some high-priced books, the purchase of which may not in the end be authorized. In this way a much better choice can be made than if whole catalogues are kept together and shown to the board in bulk.

By October 1 the Ontario Association expects to have ready its first advisory list of 200 books which are recommended for purchase by libraries. The secretary of the Association, to whom application may be made, is Mr. E. A. Hardy, B.A., of Lindsay.

R. Church, librarian of the Victorian Parliament, Australia, is dead. He was appointed 12 years ago and was a well-posted official.

There is practically no sure remedy for protecting books from insects. The matter was discussed in Paris at the congress of librarians. Several supposed remedies were mentioned, such as coating the wooden shelving with sulphate of copper, or else napthol, or by getting binders to mix corrosive sublimate with the glue or paste used in the binding. The question is to be considered by a joint conference of chemists, librarians and naturalists.

W. F. Hathaway has resigned from the St. John library commission as a protest against the proposed acceptance of $50,000 from Andrew Carnegie for a library. The city council has not yet accepted either the resignation or the gift. In Montreal, objections are also raised to accepting the offer of $150,000, first on the ground of doubt that any portion of the money could be used to buy books, secondly the difficulty of selecting books suitable for the Catholic population. A special meeting of council will decide. In connection with the advent of Carnegie as a donor of free libraries there has sprung up quite a demand for his book "Triumphant Democracy."

Aberdeen is to try a system of reading lists. Readers engaged in special studies may give their subjects to the librarian who will return a list of the works in the reference or lending departments.

The people of Dunblane, Scotland, by a vote of 202 to 130, rejected an offer of $5,000 by Andrew Carnegie, $2,500 by the Reading Association and a free site offered by a local landowner.

There are no free libraries in Cape Colony. The public libraries now existing in all the large centres are maintained at the expense of the users and by Government grants. Free reading-rooms are attached to them, besides special reading-rooms for subscribers only. The largest, founded in 1818, is at Cape Town. It contains 64,000 volumes.

Miss M. E. Jackson, chief librarian of the Winnipeg Public Library, has returned from a holiday trip in the east, where she visited Toronto, Niagara, Chatham, Perth and Sarnia.

Considerable interest is being taken in the proposed Carnegie library in Winnipeg. Definite action has not yet been taken by the city council, but it is generally understood they will accept the proposition. On the other hand, it is known that there is a strong feeling of opposition on the part of many of the labor men and others.

A literary man of strong Canadian views was in one of our large libraries the other day, when the writer of these notes asked him, in a whisper (talking being forbidden), what he thought of the Carnegie gifts to Canada. He was silent for several moments and then wrote on a piece of paper : "Timeo Danaos et dona ferentes."

London, Ont., will at once push on the addition to its library building. The change will largely increase the floor space and nearly double the capacity of the stack. The librarian's report for five weeks ending Sept. 1 shows that fines amounting to $17.41 were collected in that time. The average fines per day were 57c.

Autumn Book Announcements.

Autumn Announcements in this issue.

Blackie & Son, London.
William Briggs, Toronto.
Canada Publishing Co., Limited, Toronto.
C. J. Clay & Sons, London.
Copp, Clark Co., Limited, Toronto.
W. J. Gage & Co., Limited, Toronto.
Laird & Lee, Chicago.
John Long, London.
Geo. N. Morang & Co., Limited, Toronto.
Morton, Phillips & Co., Montreal.
Oliphant, Anderson & Ferrier, Edinburgh.
S. W. Partridge & Co., London.
Fleming H. Revell Co., Toronto.
E. H. Wells, London.

George N. Morang & Co.'s List.

The preliminary Autumn list of George N. Morang & Co. includes at least a dozen items which are of first-class trade interest. The three foremost in importance are: Hall Caine's "Eternal City," Anthony Hope's "Tristram of Blent" and Rudyard Kipling's "Kim." Mr. Caine's novel has created a great sensation on two continents by reason of the charges of immorality brought against the story by an English publishing firm, and by their refusal to publish it intact in their magazine and by Mr. Caine's denial of any improper tone in the book and by his counter action. The book will be published in its entirety in Canada, and promises to become at once the talk of the reading public. The author's aim has been to deal with the story of Samson and Delilah, in a modern setting, and to illustrate popular rights as opposed to modern forms of absolutism, one of which he considers the temporal power of the Pope.

"Tristram of Blent" is an English story, the basis of which is Lord Tristram's giving up his ancient home to his cousin, when he supposes he is of illegitimate birth, and not, as was supposed, with full legal rights. The story could at once have ended if the two made up their minds to marry, but failing this, the author gets an opportunity of contrasting the characters of the two cousins and working out a fine tale of modern English life.

"Kim" is Kipling's latest story. The scene is laid in India, and those who have followed its publication serially pronounce it to be a fine piece of work. The illustrations are a notable feature. They are believed to be the finest ever produced in Canada. They are taken from models made by Lockwood Kipling, and in each of them the relief effect is perfectly brought out by color printing. The illustrations will only appear in the cloth edition. Another notable number which Mr. Morang is publishing this season is "The Lives of the Hunted," by Seton Thompson. It is a larger and handsomer volume than the same writer's "Wild Animals," is beautifully illustrated and retails at $2. It will have a fine holiday sale, as will also a new edition of that famous book "Bob, Son of Battle," the illustrations for which were prepared by artists who went twice to the Old Country to get them. The book will retail at $1.50.

In the list of fiction may be noted several good numbers, such as the last novel by the late Sir Walter Besant, called "The Lady of Lynn." The book has been most favorably reviewed by English critics, who pronounce it a fine historical novel in Besant's best style. The period is the early part of the eighteenth century and the tale is an absorbing romance. A new novel which is coming out in both London and Canada is by a Canadian writer, Julia Henshaw, and is entitled "Why Not Sweetheart." Another Canadian book is "An Idol of Bronze," by Louise Palmer Heaven, and embodies some of the writer's experience in Mexico. It will interest the trade to know that Mr. Morang will issue this season a new book by the author of "An Englishwoman's Love Letters," entitled "A Modern Antaeus." Other items include Miss Montressor's latest novel "The Alien," S. R. Crockett's "Love Idylls," and an illustrated work by Hamilton Mabie, on John Foster, the noted English Nonconformist divine and essayist.

Wm. Briggs' List.

The Autumn list of Wm. Briggs is well supplied with items of general literature as well as fiction. A feature of the publishing trade in the last two or three years is the number of exquisitely-written and illustrated Nature books that have been issued. A new work, entitled "Birds and Nature," with a wealth of full-page, splendid illustrations, in colors, is announced for issue within a few weeks.

A new story, by a comparatively new writer, is "Memory Street," by Martha Baker Dunn, one of the Autumn list. It is a beautiful story, delineating New England character, and full of the atmosphere of New England at its best. Miss Dunn's work compares favorably with the work of Mary E. Wilkins, Kate Douglas Wiggin and Sarah Orme Jewett. The American press reviews of "Memory Street" are exceedingly commendatory.

A new epic poem by Sir Edwin Arnold, "The Voyage of Ithobal," is about to be issued in a Canadian edition. The romance is of ancient Egypt, in which we follow with interest the fortunes of Ithobal, captain of Pharaoh's ships of war, and the beauteous Nesta, the priestess of Amen-ru. It is a pretty story, told in verse, marked by many passages of picturesque brilliance—a story of voyage and discovery, like that of Columbus in later times.

"The Man from Glengarry," now running as a serial in The New York Outlook and The Toronto Westminster, is creating wide interest and enhancing the reputation solidly built on "Black Rock" and "The Sky Pilot." Even at this early date the advance orders call for a large edition of the book when it comes to be published.

W. A. Fraser, whose book, "The Outcasts," with a fine series of illustrations by Mr. Hemming, will be one of the best things of the Autumn grist, has arranged with R. H. Russell, of New York, for another animal story, the title of which has not yet been decided upon. Mr. Fraser is at present in hospital. Being threatened with appendicitis, he, on the advice of his physician, decided to undergo an operation for the removal of the appendix.

The opening sales of "D'ri and I" show how strong a hold "Eben Holden" had taken on the Canadian reading public. The book is, in appearance, one of the handsomest yet issued. The illustrations are particularly fine, and the binding exceedingly pretty. The book is taking the American public by storm. It is already in its one-hundredth thousand. The Boston Transcript thinks it "in certain ways a better book than 'Eben Holden,'" and The New York World considers it "a great achievement to have added to the list of memorable figures in American fiction two such characters as D'ri and Eben Holden."

"The Lion's Whelp," Amelia E. Barr's new story, to be published during the present month, is a romance of the middle of the seventeenth century which follows the fortunes of two families, one devoted to the Royalist cause, the other adherents of Oliver Cromwell, the "Lion's Whelp." With

this historical setting the romance between Prince Rupert and Matilda De Wick is unfolded.

The scene of Francis Hodgson Burnett's new story, "The Making of a Marchioness," is laid in an English country house, where an amiable English nobleman is the centre of matrimonial interest on the part of both the English and Americans present.

A Canadian edition of Frank T. Bullen's "With Christ at Sea" will be issued this month.

acquire the two languages together. Sometimes alternative lines are given in the two languages and the rhymes are excellent. The illustrations are capital. There are many homes where this little book will be wanted.

Laird & Lee, Chicago.

Messrs. Laird & Lee, the Chicago publishers, have issued a catalogue for 1901-2 that is filled with interesting books, the kind that can be well advertised and easily sold.



FROM "SAINT-GERMAIN'S PRACTICAL HYPNOTISM"

Laird & Lee. Copyright, 1901.

Cuthbert Lennox's "Life of Henry Drummond," just issued in a Canadian edition, is having a popular sale in England, having very quickly run into the third edition.

An attractive and unique book is "Mother Goose's Bicycle Tour," which a Canadian lady has prepared. It is unique in utilizing the two languages, French and English, in a compilation of well-known nursery rhymes. It is thus very useful in helping children to

"Practical Hypnotism" is a book on the subject compiled from the writings of the greatest specialists in this mysterious art, and is fascinating from cover to cover. The complete dramatic works of Honore de Balzac are now for the first time published in English, and are bound to have an immense sale. These plays, five in number, have been produced with much success on the Parisian stage. They are issued in two volumes, each play having a preface giving its full history and the criticisms of the time on it. Illustrations from the first French edition are included. "Frolics of the ABC" is a book for children by Fannie E. Ostrander, whose poetry for children has long been widely known. The book is illustrated by R. V. Hirchert, whose other work of this kind has been much appreciated. The pictures are all colored, and are sure to please.

That famous Spanish masterpiece, "El Centiloquio," written by Santillana, the illustrious Spanish poet of the 15th century, has been reproduced into modern Spanish with notes and a complete vocabulary. A collection of Spanish proverbs with English translations is included in the book.

The popularity of Opie Read's books has induced Laird & Lee to issue an edition of his best stories, "The Carpetbagger," "The Jucklins," "Old Ebenezer," "The Wives of the Prophet," "On the Suwanee River," "A Kentucky Colonel," "My Young Master," "A Tennessee Judge," "Len Gansett" and "Emmet Bonlore." The list price of each book, which is printed on the finest stock and bound in vellum de luxe cloth, is 75 cents, subject to discount. These books should be an excellent investment.

The W. J. Gage Co.'s List.

Owing to the extra pressure of work at this season, a full list of the Gage Co.'s publications will not appear until a later issue. We are glad to note, however, that a Canadian edition will be issued by them of John Uri Lloyd's story "Warwick of the Knobs." The originality which characterized "Stringtown on the Pike" is evidenced in all the characters and there is no dialect.

Of Frederick U. Adams story, "The Kidnapped Millionaires," The Philadelphia Telegraph says: "In the days when the grasshopper would be a burden and the reading of an instructive book would be a weariness to the flesh, such a story as 'The Kidnapped Millionares' comes as a boon and a blessing to men." This is pretty strong praise, but Mr. Adams amply deserves it. He is the inventor of a cigar-shaped train which made a trial run from New York to Philadelphia at the rate of 103 miles an hour, the fastest on record. Not satisfied with revolutionizing our railroad systems, his genius turns to literature, and his plot in this novel is a distinct creation. Added to the very novel ideas is the additional interest of the impressive probability of what at first appears an impossible plot. This is only one of the many charms of this intensely interesting tale.

A couple of books which are selling on their merits are "Heart and Soul" and

A Few Opinions from the Press

The KIDNAPPED MILLIONAIRES

by Frederick U. Adams

"Comes as a boon and a blessing to men .... This clever story is full of action and brimful of humor."—**Philadelphia Telegraph.**

"It is written in a style worthy of Stevenson, and is one of those rare books which will stand reading again and again."—**Indianapolis Sentinel.**

HEART and SOUL

by Henrietta D. Skinner

"One wonders to find so much compressed into a single three hundred page novel."—**London News.**

The *VICTORIA TIMES* says of

The Mantle of Elijah

by I. Zangwill

"Every page is alive. Every person among the shifting crowd is real. It is a great book."

Watch for the new book, by John Uri Lloyd, **"Warwick of The Knobs"** Ready Shortly

All are published in handsome cloth editions, $1.25, and in Paper, 75c.

W. J. GAGE & CO., Limited, - TORONTO

IMPORTANT FALL LIST

THE ETERNAL CITY,
by Hall Caine.
Cloth, $1.50. Paper, 75c.

THE LADY OF LYNN,
by Sir Walter Besant,
Cloth, $1.50. Paper, 75c.

TRISTRAM OF BLENT,
by Anthony Hope,
Cloth, $1.50. Paper, 75c.

WHY NOT, SWEETHEART,
by Julia W. Henshaw,
Cloth, $1.50. Paper, 75c.

THE LIVES OF THE HUNTED,
by Ernest Seton Thompson,
Profusely illustrated. Cloth, $2 00.

AN IDOL OF BRONZE,
by Louise Palmer Heaven,
Cloth, $1.25. Paper, 50c.

KIM,
by Rudyard Kipling,
Illustrated by J. Lockwood Kipling.
Cloth, $1.50. Paper, 75c.

THE ALIEN,
by F. F. Montresor,
Cloth, $1.50. Paper, 75c.

LOVE IDYLLS,
by S. R. Crockett.
Cloth, $1.50. Paper, 75c.

A MODERN ANTAEUS,
by the Author of "An Englishwoman's Love Letters,"
Cloth, $1.50. Paper, 75c.

JOHN FOSTER,
by Hamilton Wright Mabie,
Decorated borders. Cloth, illustrated, $2.00.

BOB SON OF BATTLE,
by Alfred Ollivant,
Illustrated holiday edition, cloth, $1.50.

GEORGE N. MORANG & CO., Limited, 90 Wellington St. W., TORONTO

Mr. Zangwill's "Mantle of Elijah." Widely different in plot they are both decidedly entertaining, and rank among the best new books.

Blackie & Son, Limited, London.

The announcement for 1901-2 of Messrs. Blackie & Son, Limited, London, Glasgow and Dublin, contains more than the usual number of books for young people. "Young readers have no better friends than Blackie & Son," said The Westminster Gazette, and a glance through the 1901 2 catalogue of list of stories of adventure for boys. To enumerate all would fill columns.

Many girls' books are included in the catalogue, among them "An Original Girl," a London story, by Ethel F. Heddle; "A Girl of Galway," "The Doctor's Niece," "Three Girls on a Ranch," a story of New Mexico, and many others. A B C books, nonsense rhymes, etc., are in great numbers, and include "Tammon and Spinach," "Nonsense, Nonsense," "Cats and Kits," etc., all illustrated with original drawings, many in colors. "The Universe," "The



THE STATUE OF BALZAC, BY FALGUIERE

Erected in 1899, on the one hundredth anniversary of his birth.

From a photograph specially taken for Laird & Lee's edition of BALZAC'S DRAMATIC WORKS.

"new books and new editions" will convince one that this is true.

The ever-popular G. A. Henty's books are given a prominent place here. "With Roberts to Pretoria; A Tale of the South-African War," is the latest, and a number of others are published by this firm, including "At the Point of the Bayonet" and "To Herat and Cabul." Other stories of adventure are "The Dragon of Pekin," "A Gallant Grenadier," "In the Dictators' Grip," "The Great Khan's Treasure," and "Carbineer and Scout," a story of the Boer War. These are only a few from the large Book of Natural History," and others of the kind, are intended to plant into young minds a love for such subjects, and the simple and interesting manner in which the knowledge is placed before the reader, together with the large number of beautiful and instructive illustrations, is certain to make these books successes.

John Long, London.

Mr. John Long's books for the Fall include "The Curse of Eden," by the author of "The Master Sinner." The enormous sale of the latter warrants the publisher in getting out a very large edition of this book.

"The Real Christian," by Lucas Cleeve, is a story that interests the reader from the first page, and may be counted upon to be one of the season's successful books.

Other "new novels by the best authors" include "An Ill Wind," by Mrs. Lovett Cameron; "The Lovely Mrs. Pemberton," by Florence Warden; "The Lords of Life," by Bessie Dill; "A Man of Iron," by J. Morgan de Groot; "Blue Bonnets Up," by Thos. A. Pinkerton, and a large number of others by authors whose work in the past guarantees good sales for those publications. The foregoing are all 6-shilling novels, with decorative covers.

A list of novels at 3s. 6d. each, includes "Papa, Limited," "A Corner in Ballybeg," "Forbidden Paths," etc. These, also, are well printed and are bound in decorative covers.

Mr. Long's series of sixpenny copyright novels comprises the work of such well-known writers as William Le Queux, Fergus Hume, Florence Warden, Mrs. L. T. Meade, etc. These books are well printed on good paper and are bound in striking picture covers by leading artists. The list is being added to all the time, and it will include the most popular novels of the day.

Long's select novels are made up of copyright novels which have been successful in their more expensive form. The price of this series is 3s. 6d. each. They are bound in cloth, with a cover design stamped in gold.

Cambridge Bibles and Prayer Books.

"Cambridge" bibles and prayer books are known wherever the English language is spoken. Some new editions have recently come from the Cambridge University press which are greatly improved and will be highly valued by teachers and students. These include copies of three facsimile editions of Cambridge Central Reference Bibles in three sizes, pearl, ruby and minion. In these editions the chapter headings and dates have been omitted, and we are no longer informed that the date of the creation of the world is B. C. 4004 as in the older reference bibles. The references have been re-edited and revised throughout, and in this revision full use has been made of the late Prebendary Scrivener's work on the references, which was first published in the Cambridge Paragraph Bible.

The prices will enable the trade to supply the public with a very neat pocket reference bible from a shilling upwards.

There are also copies of the new Cambridge Diamond 32 Degree Pocket Bible, one

Cambridge Bibles

and . . . .

Prayer Books

London:

C. J. CLAY & SONS

Cambridge University Press Warehouse

AVE MARIA LANE.

Canadian Representative:

W. McPHERSON

173 Madison Avenue

TORONTO

NOW READY

"Companion to the Public School Arithmetic"

BY

WM. SCOTT, B.A., Principal Toronto Normal School.
CHAS. A. BARNES, M.A., Public School Inspector.

Price, $1.00.

This Book Contains the Following:

Part I.—Answers to all the examples in the Public School Arithmetic.

Part II.—Solutions of all the more difficult problems.

Part III.—Suggestions for teaching arithmetic, and explanations of all the business transactions involved.

Part IV.—A collection of seven hundred and fifty problems with their answers and hints for solving the more difficult.

Part V.—A table of Squares, Cubes, Square Roots, and Cube Roots of the numbers 1—1,000.

Mailed to any Address on Receipt of Price.

Canada Publishing Co., Limited

9 Wellington St. West, TORONTO

To Canadian Booksellers.

Before making up your final orders for English publishers, be sure to secure S. W. PARTRIDGE & CO'S catalogues and lists of new books for the coming season. S. W. PARTRIDGE & CO. can offer specially low rates for really high-class productions.

For Artistic Bindings, Charming Designs, Exquisite Pictures, you can get no better books than PARTRIDGE'S.

S. W. PARTRIDGE & CO.,

8 and 9 PATERNOSTER ROW - LONDON, ENG.

edition printed on common, the other on India paper, and a copy of the New Testament, with wide margin, for M.S. notes. This is part of the Cambridge Student's Bible. This bible is issued in one volume or in separate parts and in a variety of bindings, and may be had in two sizes, pearl and minion.

The Cambridge Reference Bible for teachers, bound with the Cambridge companion to the bible, has received much laudatory comment from both well-known churchmen and the press. It contains a new collection of popular articles on the history and archaeology of the bible, with new maps, a glossary concordance and full indexes. The maps were made especially for this work and supply information that cannot be obtained in any other maps of the kind. The work is probably the most complete and compact one to be found anywhere.

Several new prayer books are issued with prayers for the King and Royal Family, printed in accordance with the order of the King-in-Council. One prayer book is printed in black-face type, and the effect of such bold letters is very striking.

The Copp, Clark Co.'s List.

The earliest and one of the best of the new Copp, Clark books is "Captain Ravenshaw; or the Maid of Cheapside," by Robert Neilson Stephens, whose novels "Philip Winwood," "A Gentleman Player," etc., have caught the reading taste in Canada to a marked extent. The tale is a rollicking, historical romance with Elizabethan London for background and a choice selection of the worthies of the period for characters. Ravenshaw, an honest blade, rescues a virtuous maiden, who is also an heiress, and finally marries her with the approval of all. There are good illustrations by Howard Pyle. The book is now out.

Mr. Gilbert Parker's new novel, "The Right of Way," is sure to be a prominent feature this year. The hero, Charley Steele, a Canadian lawyer, is married, but his wife believing him dead marries again. He buries himself in the little French-Canadian village of Claudiere resolving not to appear and disgrace her. While thus situated he falls in love with Rosalie Evanturel, a very religious girl. Which woman has the "right of way?" This is the situation which Mr. Parker solves with skill.

"New Canterbury Tales" is a theme exactly suited to the mind and pen of Maurice Hewlett. He takes the pilgrimage already rendered famous by the poetry of Geoffrey Chaucer, and with a blending of deep emotion and comedy shows that the subject is well adapted to the talents of a modern writer who has the power of reproducing the period. Everyone familiar with Chaucer's tales will realize that it is a daring thing to do. But Mr. Hewlett has his own qualities. He has some of the archness and outspokenness of the master, and his book may outstrip former successes.

A book that should run well as a gift for ladies at Christmas is "The Benefactress," by the author of "Elizabeth and Her German Garden." It relates with much humor and insight the life of a young Englishwoman who is left a fortune by a German relative and who goes to a German village to reside. It has the characteristics that made "Elizabeth" so popular.

"God Wills It" is the appropriate name of a "Tale of the First Crusade," by Wm. Stearns Davis. It is full of stirring dramatic interest. The plot concerns the Knight Richard Longsword who goes to Syria with the crusaders and there regains his lost love who was stolen away by an Egyptian Emir. The fanaticism of both Christian and Moslem in that period are well brought out. Certain historical persons are introduced into the story, such as Godfrey of Bouillion, Tancred, Peter the Hermit, etc.

In "The Road to Frontenac" one finds a capital Canadian historical novel. It is by S. Merwin. The hero, Capt. Menard, is despatched to Fort Frontenac (now Kingston) by the Governor of Quebec bearing instructions regarding an Indian raid and escorting the Governor's lovely daughter. They are captured by Indians—captain, girl, instructions and all. The tale turns on how Menard manages to save his life, his love and his mission, all of which he does successfully.

"The Cavalier" is a new novel by the famous Southern writer George W. Cable. His hero is Ned Ferry, a Confederate scout, his heroine a Confederate newspaper correspondent. The story is well told and vivid and favors the Southern view of the rebellion. There are illustrations by Howard C. Christy who drew the pictures for "The Crisis." Mr. Cable's novel has not appeared previously, either serially or otherwise. It should from all accounts be a notable book.

"The Young Barbarian" is a book of schoolboy stories by Ian Maclaren.

Among some other books which the Copp, Clark Co. will issue are: "A Forbidden Name," by Fred. Whishaw, a story of the court of Catherine the Great of Russia. The writer is noted for his successful Russian romances. "Forest Folk," by James Prior, is a tale of England early in the 19th century, when the introduction of machinery brought on workingmen's strikes. Max Pemberton's "The Giant's Gate" will make its mark. It is based on a present-day plot to depose the President of France and make a popular soldier of the Emperor. "Her Majesty's Minister," by Wm. Le Queux, relates the betrayal of a State secret supposed to be known only to Lord Barmouth, the British Ambassador in Paris, and the consequences thereof. It is one of those absorbing novels for which Le Queux is noted. In the season's list is also "My Strangest Case," by Guy Boothby, who successfully tries his hand at a detective story. The hero is a detective who tracks a stolen treasure from China to London, Paris and Italy. The reader is enthralled as in other Boothby books. "The Love Letters of an American Girl" describes the tour abroad of a charming maiden. A prince falls in love with her. But her head is not turned, and she returns home to her lover, and the last letter is a happy picture of her life after marriage. It is a promising book for the season.

Two French historical romances deserve mention: "The Seigneur de Beaufoy," by Hamilton Drummond, a fine tale of Louis XI.'s time, the period of Scott's "Quentin Durward." "The Traitor's Way," by S. Levett-Yeats, a romance of the Huguenot cause just before St. Bartholomew's massacre.

Fleming H. Revell Co.'s List.

For the Autumn book season, The Fleming H. Revell Co. are offering a splendid list. "Deborah," by Rev. James M. Ludlow, D.D., is a thrilling romance of a thrilling time, involving the career of Judas Maccabaeus, the chief hero of the Jewish nation, who is counted as one of the seven greatest uncrowned men of human history. Deborah, the heroine, is the creation of a character, strange, yet true to its type, which fascinates the reader and enriches the imagination of those who love the truly beautiful and heroic.

"The Mormon Monster," or the story of Mormonism, by Edgar Folk, D.D., is a perfect storehouse of information regarding the Mormon problem. While unsparing in its exposure of the evils of Mormonism, it is singularly free from rancor or prejudice. If the people will read this book, they will become intelligently forearmed against this monstrous error.

"Early Christianity," a Study of Beginnings, by Herbert L. Willett, D.D. These studies of the Christianity of the 1st century were given in connection with a series of University Extension Lectures. The enthusiastic reception accorded the lectures wherever delivered, and the countless

A Long, Strong, List

of Autumn Publications.

By Right of Way,
BY GILBERT PARKER,
Author of "The Seats of the Mighty." Cloth, $1.50.

A Maid of Venice,
BY F. MARION CRAWFORD,
Author of "In the Palace of the King." Cloth, $1.25.

New Canterbury Tales,
BY MAURICE HEWLETT,
Author of "Richard Yea-and Nay." Cloth, $1.25.

The Giant's Gate,
BY MAX PEMBERTON,
Author of "Pro Patria." Cloth, $1.25.

The Young Barbarians,
BY IAN MACLAREN,
Author of "The Bonnie Brier Bush." Cloth, $1.25.

The Road to Frontenac,
BY SAMUEL MERWIN,
A story of exciting adventure. Cloth, $1.25.

The Seigneur de Beaufoy,
BY HAMILTON DRUMMOND,
Author of "A Man of His Age." Cloth, $1.25.

My Strangest Case,
BY GUY BOOTHBY,
A detective story. Cloth, $1.25.

A Forbidden Name,
BY FRED. WHISHAW,
A story of the Court of Catherine of Russia. Cloth, $1.25.

Captain Ravenshaw, or The Maid of Cheapside,
BY R. N. STEPHENS,
Author of "Philip Winwood." Cloth, $1.25.

Circumstance,
BY S. WEIR MITCHELL,
Author of "Hugh Wynne." Cloth, $1.25.

The Benefactress,
BY THE AUTHOR OF
"Elizabeth and Her German Garden." Cloth, $1.25.

God Wills It,
BY WM STEARNS DAVIS,
A tale of the First Crusade. Cloth, $1.25.

Her Majesty's Minister,
BY WILLIAM LE QUEUX,
Author of "Secrets of Monte Carlo." Cloth, $1.25.

The Love Letters of an American Girl.
By a well-known writer. Cloth, $1.25.

The Cavalier,
BY GEORGE W. CABLE,
Illustrations by Howard Chandler Christy. Cloth, $1.25.

Forest Folk,
BY JAMES PRIOR.
Cloth, $1.25.

The Shoes of Fortune,
BY NEIL MUNRO,
Author of "Doom Castle." Cloth, $1.25.

The Copp, Clark Co., Limited, Publishers, Toronto

demands for their publication, has impelled the author to make a thorough revision and issue them in their present form.

"The New Book," by Professor McFadyen, of Knox College, Toronto, will soon be ready. This book, we believe, will have a ready sale. It contains a series of devotional studies of a type of richness seldom found. A complete blending of piety and thorough learning has given to these studies a rare quality, that quality which may be compared not at all unfavorably with Matheson's best work, "Moments on the Mount."

These are a few of the many excellent books published this year by Revell's. In our advertising columns will be found a few more notices. We wish them every success in their new quarters on Booksellers' Row, Toronto.

The Book Trade.

How Montreal Dealers Worked Tourist Trade and Closed Out Dead Stock.

From our own correspondent.

MONTREAL, Sept. 10, 1901.

THE Summer novel trade is now about over. On the whole, it may be favorably compared with that of last year, although the tourist business seems to have fallen off slightly. The rush of sight-seers has been to Buffalo and the west this year, and Montreal's Summer visitors have not been so numerous as in former years. Yet, so far as the book trade is concerned, the increase of the home patronage has made up for any deficiency in the transient demand.

WORKING UP TOURIST BUSINESS.

There are one or two booksellers who say that their tourist business has been much better than it was last year, but each confesses that his success was due to special efforts put forth to catch this trade. Special tourist goods have been put into stock. Oddities, such as burnt-wood or burnt-leatherware, have been displayed in the window to catch the inquisitive eye of the passer-by, and in more than one case in Montreal they have served to bring large numbers of customers into the store. The series of photographs that Montreal dealers are showing are also improving, which is not to be wondered at. There are still some of the old variety of views on display in several of our otherwise enterprising bookstores, and one would imagine that they would be as instrumental in excluding customers from the store as a bolt on the door. Dealers should awake to the fact that tourists want tasty souvenirs, and are willing to pay for them. They are not looking for these pamphleted series of eighteen 2 x 4 views sold for 10c. each. Give them something done up in a new and tasty fashion and don't offer anything less than 50c. or a dollar. Anything cheaper, unless it be something entirely out of the ordinary, they do not consider worth carrying home. Moreover, have something bearing a local coloring, if possible; you can get your own price for it. I have been on a trip to the Maritime Provinces, that Canadian tourist resort, and, consequently, I know. The tourist never haggles about price; he is always in too much of a hurry to catch the train. My advice is, don't be exorbitant, but take a full measure of profit.

BOOKS THAT SELL.

Of course, the best selling book of the month has been "The Crisis." At times it has been very difficult to supply the demand. The worst feature of the trade is that, as a leader, it has sold at 65c. Other good sellers are "Cinderella," "Dri and I," "Like Another Helen," "The Heritage of Peril" and "The Aristocrats." There have been some loudly-heralded books on sale that have proved too heavy for Summer reading.

It was pleasing to hear one dealer talk in this way: "The most important feature of my Summer's business has been the heavy demand for high-priced works, particularly from American tourists. One day I sold three sets of Parkman, in calf, $3 a volume. And other standard works in history and fiction have also been selling remarkably freely."

TO CLEAR DEAD STOCK.

One of the most difficult problems a dealer has to solve nowadays is: "How can I keep dead stock off my shelves?" That there must be an accumulation of dead stock is conceded by everybody in the business, for one can tell neither the day nor the hour when the life of a book is at an end. It generally runs from three to six months, but one cannot gauge just when the devouring public has been satiated. Sometimes it never runs at all. But the copies are in stock just the same.

Montreal dealers have been trying to solve this problem. One dealer found a large number of "Sirius" on his hands, dragging along. He centred his powers of speech on this one book, and, to his own joy, although perhaps not to that of his customers, he cleared them all out. There is another merchant in town who keeps prying among his old books, unearths several copies of a work long ago forgotten, and recommends it as a book of standard value. Both of these dealers are preying upon the man who comes in and asks the question: "What good book have you that you can recommend to me?" I believe the real test of the true bookman comes when that question is asked. He must first size up the man, then pick out the book. Surely the bookman who knows his stock and is a careful buyer can rid himself of his slow stock! Yet he has a privilege he can abuse.

Mr. Phelan adopted a radical plan to clean out his stock. He made a special pile of out-of-date books, bought anywhere from 25 to 55c., and placed a 10c. sign over it. He says he cleared about 2,000 volumes. Mr. Chapman bought a job lot of books which he was able to sell at a bargain price, 35c., and make money. To this collection he added some of his old stock and is thus clearing without losing money.

NOTES.

Mr. Chapman has opened up a branch store at 2673 St. Catharine street, where he hopes to capture the school book trade of Victoria school. Mr. Chapman ought to be able to make the venture go, if anyone can.

W. Foster Brown is the publisher of a neat little paper-bound novel entitled "Love and Company," by J. Try-Davies and Mary Woolston, two Montreal people. It is said to be a work of some considerable merit and is having quite a sale.

E. H. C.

NEW LINE OF TOILET PAPERS.

A line of package and roll toilet papers, called the "Candaper" is attracting attention amongst the trade. These are made by the Canada Paper Co., from whence comes the name, "Candaper." There are a great many kinds, put up in all styles. A booklet, illustrating and describing each, is sent out free, I believe, to retailers. I have just seen a copy of it, and think it will be a handy reference book to have by one right along. Prices are given.

WEBSTER'S DICTIONARY.

The new edition of Webster's International Dictionary contains new plates all through and 25 000 additional words, phrases and definitions. For all purposes Webster's International is, perhaps, the best dictionary in existence. Some others are more ponderous and better suited for special work, but for ordinary everyday use no publication gives more satisfaction than the International.

With the additions and improvements in the new edition it is better than ever. Its corps of editors includes men of many different professions, each a specialist in his own line. The 5,000 illustrations it contains have been very carefully selected, and the greatest accuracy has been maintained. Buyers should be careful to see the trade mark of the publishers on each copy.

Superb Holiday Offerings.

Laird & Lee's publications invariably represent the biggest value in contents, make-up and attractiveness. They possess the distinct merit of originality. No line of Holiday Books is complete without our assortment. See annual catalogue, now ready, for complete list.

New Cloth Edition of Opie Read's Best Novels.



Full size 12mo, printed on extra quality stock, tastily bound, covers stamped in 2 colors, same design as high-priced edition. The 10 titles embrace the cream of Mr. Read's famous stories, two of which have already been dramatized, and a third will probably be staged this Fall.

"The Carpetbagger" (dramatized); *"Old Ebenezer"* (being dramatized); *"My Young Master"*; *"The Jucklins"* (dramatized); *"On the Suwanee River"*; *"A Tennessee Judge"*; *"Emmet Bonlore"*; *"A Kentucky Colonel"*; *"Len Gansett"* and *"The Wives of the Prophet."*

This is not an offering of paper-covered novels put in cloth cases, but is a genuine special edition that no dealer can afford to overlook, for the works of this popular author, in this attractive form, will sell well with any other line of 12mos. List, 75 cents per volume. Trade prices: Lots of 10, one title or assorted, 45 cents; lots of 50, 40 cents; lots of 100, one title or assorted, 37½ cents each, f.o.b. Chicago.



Frolics of the A B C

By the Author and the Illustrator of "Baby Goose."

The latest book of rhymes and pictures for the little ones. Describes the antics of the "Lettersprites" in dainty and charming fashion.

Ten Different Colors Used in Printing the Book.

Every page intensely interesting to the children, whose delight in the doings of the quaint little elfs is only equaled by their pleasure in the accompanying verses.

Board covers, with design in five colors, reinforced cloth back, printed on heavy paper, illustrated wrapper. Size of volume, 9½x11 inches. List (subject to trade discount) - - - - - - - - - - **75c.**

Baby Goose

By Fannie E. Ostrander, Illustrated by R. W. Hirchert.



A charming book of nursery rhymes, with every page superbly illustrated in colors. Fairly bubbling over with clean, wholesome fun for the children. "Baby Goose" deserves a place in every home where there are little folks. The book will give genuine enjoyment to three generations — the children, the parents, and the grandparents. ***Distinctly Different.***

Book and cover (front and back) printed in 12 colors, bound in boards, fancy wrapper. List (subject to trade discount) - - - - - - - - - - - - - - - - **$1.25**



Other Famous Books for Boys and Girls

From Seven to Seventy.

Fascinating stories that are good, wholesome reading, and deal with every-day problems in a brave, cheery, charming fashion.

"AIR CASTLE DON," or From Dreamland to Hardpan. By B. Freeman Ashley. **"TAR PILE JIM,"** or A Yankee Waif Among the Bluenoses. By B. Freeman Ashley. **"DICK AND JACK'S ADVENTURES ON SABLE ISLAND."** By B. Freeman Ashley. **"REX WAYLAND'S FORTUNE."** A hunting story. By H. A. Stanley. **"TWO CHUMS,"** or A Boy and His Dog. By Minerva Thorpe. **"THE HEART OF A BOY."** A realistic story of school life. Especially endorsed by well-known educators. By Edmondo de Amicis. **"FIRESIDE BATTLES."** A delightful story of girl life. Full of tender pathos and elevating sentiment. By Annie G. Brown. Uniform 12mo edition; artistic cover designs in colors, dainty cloth binding. List (subject to trade discount) - - - - - - - - - - - - **75c.**

Just Out. Only English Translation. No Set of Bolzac is Complete Without the Plays.

Complete Dramatic Works of Honori de Balzac—Rendered into English by E. de Valcourt-Vermont, and illustrated by engravings reproduced from the first French Edition (1855) and by photographs of Rodin's & Falguiere's statues of Balzac. These plays will establish, beyond question, in the minds of the English speaking race, the justice of recognizing in Balzac the equal of Shakespeare. English cloth, uncut edges, gold tops, 2 volumes in a box. List - **$2.50**

Especially suitable for a holiday gift. Special price in quantities.

Balzac's Greatest Novels—Five representative works of this master-mind in fiction, that has given the world so many delightful character creations. 12mo, velum de luxe cloth, covers stamped in two colors, sold singly or in sets. List, per volume (subject to same quantity discount as on Read's books). - - - - - - - - - - - - **75c.**

El Centiloquis de Santillana—"The Poem of Human Life." Spanish text, including English notes and vocabulary; also 80 Spanish proverbs with English translation. One of the masterpieces of literature. Red line edition, 12mo cloth, list (subject to trade discount) - - - - - - - - - - - - - - - - **$1.00**

For Sale by All Jobbers and News Companies, or Direct. ***If you have not received our new 48-paged Illustrated Catalogue, write for it.***

LAIRD & LEE, Publishers, 263-265 WABASH AVE., Chicago, U.S.A.

NEW PUBLICATIONS FOR FALL.

Dri and I,

BY IRVING BACHELLER.

Illustrated, Paper, 75c.; Cloth, $1.25, net.

A Border Tale of 1812.
A Book of Exquisite Beauty.

"Dri and I" is declared by competent critics a story of **masterly strength.** It is a worthy successor to "Eben Holden," the first great character creation of this author.

The Good Red Earth,

BY EDEN PHILLPOTTS.

Paper, 75c.; Cloth, $1.25.

"To read 'The Good Red Earth' after laying down some of the recent novels, is like a breath of pure morning country air."—Montreal Star.

Tarry Thou 'Till I Come, or Salathiel, The Wandering Jew,

BY GEORGE CROLY.

Paper, 75c.; Cloth, $1.50.

With 20 full-page drawings by T. de Thulstrup.

"It leads the procession of historical novels at one bound."—New York Mail and Express.

"One of the six greatest English novels ever written."—General Lew Wallace.

Ralph Marlowe, The Great Ohio Novel,

BY JAMES BALL NAYLOR.

Paper, 75c.; Cloth, $1 25.

Full of laughable incidents told in a most winning way, with a fascinating love story which makes it the most entrancing novel of the year.

"It is a life picture taken with a camera singularly free from blemish."—Boston Ideas.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West .... TORONTO

Telegrams and Cables "Longing, London."

LONG'S COLONIAL LIBRARY OF COPYRIGHT BOOKS

For Circulation Only in the British Colonies and in India.

*** The Books in Mr. Long's Colonial Library have been selected with great care. They are printed in the best style, on superior paper, and are handsomely and uniformly bound in Art Green Cloth with special design, price **3s. 6d.**, or in Art Green, strong paste-down Paper Covers, also with special design, price **2s. 6d.** Crown 8vo. The Library is one of the most popular on the market.

A SELECTION—FICTION.

From the Land of the Wombat. By William Sylvester Walker ("Coo-ee"). Profusely illustrated.
The Craze of Christina. By Mrs. Lovett Cameron.
In the Dark. By Esme Stuart.
The Crime in the Wood. By T. W. Speight.
Trewinnot of Guy's. By Mrs. Coulson Kernahan.
When the Mopoke Calls. By William Sylvester Walker ("Coo-ee"). Profusely illustrated.
Paths of the Dead. By Hume Nisbet.
A Passing Fancy. By Mrs. Lovett Cameron.
The Bread of Tears. By G. B. Burgin.
An African Treasure. By J. Maclaren Cobban.
Kinsah: A Story of Harem Life. By May Crommelin. Frontispiece.
The Progress of Pauline Kessler. By Frederic Carrel.
The Harvesters. By. J. S. Fletcher.
The Experiment of Doctor Nevill. By Emeric Hulme-Beaman.
Logan's Loyalty. By Sarah Tytler.
Native Born. By William S. Walker ("Coo-ee").
Ada Vernham, Actress. By Richard Marsh. Frontispiece.
The Shadow of Allah. By Morley Roberts.
The Avenging of Ruthanna. By Mrs. Coulson Kernahan.
The Bishop's Secret. By Fergus Hume.
Juggling Fortune. By T. W. Speight
The Crimson Cryptogram. By Fergus Hume.
The Realization of Justus Moran. By Frederic Carrel.
The Way Out. By G. B. Burgin.
I'd Crowns Resign. By J. Maclaren Cobban.
Men of Marlowe's. By Mrs. Henry Dudeney.
Yolande the Parisienne. By Lucas Cleeve.
The Strength of Straw. By Esme Stuart.
The Ivory Bride. By Thomas Pinkerton.
The Luck of a Lowland Laddie. By May Crommelin.
A Traitor in London. By Fergus Hume.
Jean Keir of Craigneil. By Sarah Tytler.
Friendship and Folly. By Maria Louise Pool
Straight Shoes. By G. G. Chatterton.
Paul Le Maistre. By Frederic Carrel.
Once Too Often. By Florence Warden.
The Royal Sisters. By Frank Mathew.
The Golden Wang-Ho. By Fergus Hume.
Virgin Gold. By William S. Walker ("Coo-ee"). Profusely Illustrated.
Nobler Than Revenge. By Esme Stuart.
The Three Days' Terror. By J. S. Fletcher.
Plato's Handmaiden. By Lucas Cleeve.
Anna Lombard. By Victoria Cross.
Bitter Fruit. By Mrs. Lovett Cameron.
A Women-Derelict. By May Crommelin.
Women Must Weep. By Sarah Tytler.
Mrs. Musgrave and Her Husband. By Richard Marsh.
A Son of Mammon. By G. B. Burgin.
No Vindication. By Mrs. Coulson Kernahan.
The Mission of Margaret. By Adeline Sergeant.
The Master SINNER. By a Well-Known Author.

(This book is having an enormous sale in England.)

FORTHCOMING VOLUMES (SEPT., DEC 1901.)

The Curse of Eden. By the Author of "The Master Sinner."
The Real Christian. By Lucas Cleeve.
An Ill Wind. By Mrs. Lovett Cameron.
The Lovely Mrs. Pemberton By Florence Warden.
The Golden Spur. By J. S. Fletcher.
The Diva. By Annie Thomas (Mrs. Pender Cudlip).
A Daughter of England. By May Crommelin.
Houses of Ignorance. By Frederic Carrel.
A Social Pretender. By Winifred Graham.
The Lords of Life. By Bessie Dill.
In the Blood. By William Sylvester Walker ("Coo-ee").
The Green Turbans. By J. Maclaren Cobban.
The Mission of Margaret. By Adeline Sergeant.
A Man of Iron. By J. Morgan-De-Groot.
Blue Bonnets Up. By Thomas A. Pinkerton.
Papa, Limited. By W. Carter Platts. 40 Illustrations by the Author.

"The Best Sixpenny Novels on the Market."—Vide Press.

Mr. John Long's New Sixpenny Library of Copyright Novels.

Father Anthony. By Robert Buchanan.
Curios: Some Strange Adventures of Two Bachelors. By Richard Marsh.
The Wooing of Monica. By Mrs. L. T. Meade.
A Difficult Matter. By Mrs. Lovett Cameron.
The Eye of Istar. By William Le Queux.
The Mystery of Dudley Horne. By Florence Warden.
The Bishop's Secret. By Fergus Hume.
The Craze of Christina. By Mrs. Lovett Cameron.
The Bohemian Girls. Fy Florence Warden.
The Veiled Man. By William Le Queux.
The Crimson Cryptogram. By Fergus Hume.
A Passing Fancy. By Mrs. Lovett Cameron.
Kitty's Engagement. By Florence Warden.
Our Widow. By Florence Warden.

*** **The size of these Volumes is Medium 8vo, 8¾ in. by 5¼ in. They are set in a new, clear type, double columns, and are printed on good English made paper. Each Volume is attractively bound in a striking picture cover drawn by a leading artist.**

☞ **Other Novels by the most popular Authors of the day will be added to the Series in due course.**

GENERAL LITERATURE.

Social Life in the British Army. By A British Officer. With Sixteen Full-page Illustrations on Art Paper, by R. Caton Woodville. Third Edition.

Australia at the Front. A Colonial View of the Boer War. By Frank Wilkinson (Special Correspondent Sydney Daily Telegraph). With Map and Twenty Illustrations on Art Paper by Norman H. Hardy, from Sketches on the Spot and Photos by the Author.

☞ Liberal Terms Offered to the Trade.

London: JOHN LONG, Publisher, 6 Chandos Street, Strand

And all Colonial Booksellers.

ESTABLISHED 1881.

E. H. Wells

Wholesale Bookbinder
and Publisher of Books
in Superior Bindings.

48 Farringdon Street . . . LONDON, E.C.

LARGE STOCK KEPT OF THE FOLLOWING GOODS:

Tennyson's Works
Both 2/-, 3/6 and 7/6 Editions
Kept in about
50 DIFFERENT STYLES
All of which
Can be had illustrated at small extra cost.

THE
Farringdon Classics
Consist of
THE BEST EDITIONS
Of Each Individual Book.
90 TO SELECT FROM.

A LARGE VARIETY
of
Poets
Devotional Books
Birthday Books
Autograph Albums
and
Sets of Novels
ALWAYS IN STOCK.

ORDERS FOR
SCHOOL PRIZES
Executed and Stamped
in
BEST STYLES AT
SHORTEST NOTICE.

Albion Poets
Lansdowne Poets
Minerva Library
Ruskin's Works
Browning's Works
Half-Hour Series
Historical Library Series
Standard Author Series
Shakespeare's Works
Sir Walter Scott's Novels
Thackeray's Works
Handley Cross Series
Routledge's Popular Poets

and other leading Authors.

All books bound on the premises under personal supervision.
Binding orders executed in Roan, Morocco, etc., both limp and padded.
Calf Work, both plain, antique, polished or tree.
Testimonials designed and bound.

SEND FOR CATALOGUE.



Duke and Duchess Reception Buttons

		Doz.	Gross.
Genuine Photo Buttons, plain, ⅞-in.,		35c.	$3.25
" " " with flag ribbon, ⅞-in.,		50c.	5.00
" " " red, white and blue ribbon, ⅞-in.,		50c.	5.00
" " " plain, 1¼-in.,		60c.	6.50
" " " red, white and blue ribbon, 1¼-in.,		75c.	8.30
" Colored Lithograph Buttons, 1¼-in.,		30c.	3.25
		$3.00	

SEND FOR A $3.00 APPRO. PACKAGE. THESE ARE QUICK SELLERS.

PHOTO JEWELRY MANUFACTURING CO.,
122 and 124 King St. W., **TORONTO**

Encourage Home Manufactures.

AULD MUCILAGE CO.

Paper and Pulp Manufacturers

We make the following first-class goods AT LEAST equal to anything imported:

Premium Mucilage.
Lithograms ready for use.
Lithogram Composition.
Acme Washing Powder, for Printers and General Use.
Is also a disinfectant.
Coal-Saving and Smoke-Consuming Compound.
Enquiry Solicited and Quotations Given.

WM. ANGUS, Manager. 17 BLEURY ST., MONTREAL.

TOILET PAPERS...

HOME, 5c. Package, $3.85 per 100.
HOUSEHOLD, (our leader) $5 00 per 100.

A SUBSTANTIAL 10 CENT PACKAGE.

Sheet Papers of all grades.
Also GEM Rolls, $3.25 per 100.
And larger rolls at equally attractive prices.

SEND FOR ILLUSTRATED CATALOGUE.

CANADA PAPER CO., Limited

TORONTO.

...THE...

Canadian-American Music Co., Limited,

No. 15 King Street East,
TORONTO, ONT.

General Canadian Agents for White-Smith Music Pub. Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearn & Co., Howley, Haviland & Co., H. S. Gordon, T. B. Harms & Co., E. T. Paull Music Co., G. L. Spaulding, F. A. Mills.

Trade only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of August, 1901

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12338 Cash Receipts Issued by The Dime Savings Company. Langley and Co. F. B. Hubbell, Toronto.

12339 A Manual of the Constitutional History of Canada from the Earliest Period to 1901. By Sir J. G. Bourinot, Ottawa.

12340 Rodney and Frances. A Tale of Divine and Human Love. By Oliver Mowat Eaton, Athens, Ont.

12344 McAlpine's Halifax City Directory for 1901-1902. McAlpine Publishing Co., Limited, Halifax.

12345 Travaux Manuels: Methode de Coupe. Premiere Partie. Livre. Sœurs de la Congregation de Notre Dame de Montreal, Montreal.

12346 Poems of a Great Range. Charles Harris Stickle, Toronto.

12347 Ethier's Great Non-Such Self-Instructor in the Art of Accompanying by Ear. Written with and without Music Annotation. By Joseph Alexandre Ethier, Montreal.

12348 Ethier's Illustrated Chart on Successive Keys. Joseph Alexandre Ethier, Montreal,

12349 Not Guilty. Painting. By Stuart Taggart, Ottawa.

12350 Paix du Soir. Peace of Night. Words by Georges Boutelleau. Music by Liza Lehmann. English words by Jacques Ahrem. Church Co., Cincinnati.

12351 La Rose. The Rose. Words by Georges Boutelleau. Music by Liza Lehmann. English words by Jacques Ahrem. Church Co., Cincinnati

12352 Le Colibri. The Humming Bird. Words by Georges Boutelleau. Music by Liza Lehmann. English words by Jacques Ahrem. Church Co., Cincinnati.

12353 La Race. A Child of Brittany, am I. Words by Frederick Plessis. Music by Liza Lehmann. English words by Jacques Ahrem. Church Co., Cincinnati.

12354 Directions for Preserving Fruit, Vegetables and Liquids with Canadian Fruit Preserver. W. J. Hamilton, Glen Stewart, Ont.

12355 New National Anthem. For the British Empire. Composed by Andrew H. Crozier, Meadowvale, Ont.

12356 Chart of the Metric System. Jeffrey H. Burland, Montreal.

12357 For You. Kerr and Webster's Companion to After All. Words by G. H. Kerr. Music by Howard Webster. Whaley, Royce & Co., Toronto.

12358 Vest Pocket Atlas of Canada, North America and British Isles. London Printing and Lithographing Co., Limited, London, Ont.

12359 McAlpine's St. John City Directory for 1901-1902. McAlpine Publishing Co., Limited, Halifax.

12361 The Canadian Newspaper Directory. Third Edition. 1901. A. McKim & Co., Montreal.

12363 Teachers' Kindergarten Music Manual. Arranged and Taught by Dr. Forlar. James Edward Forfar, Toronto.

12364 Canada's Welcome to the Duke and Duchess of Cornwall and York. Words and Music by Rev. John McLaren. Arranged by H. Collier Grounds. Rev. John McLaren, Ottawa.

12365 Tristram of Blent. An Episode in the Story of an Ancient House. By Anthony Hope. Morang & Co., Toronto.

12367 Canadian Company Law. A Treatise on the Law of Joint Stock Companies in Canada. By C. A. Masten, B.A., Assisted by W. R. P. Parker, B.A., LL.B. Cornelius Arthur Masten, Toronto.

12368 Classics for Canadian Children: Stories from English History. No. 2. A. & W. MacKinlay, Halifax.

12369 The Soldier's Prayer Book. Wm. Havercroft, Hamilton.

12370 Henry Drummond. A Biographical Sketch, with Bibliography. By Cuthbert Lennox. William Briggs, Toronto.

12371 Canadian Musical Bureau for the Supply of Vocalists, Elocutionists, Lecturers, Pianists, Violinists, Dancers, Pipers and Concert Talent generally. Book. William Campbell, Toronto.

12372 The Canada Atlantic Express. Photo. W. J. Topley, Ottawa.

12373 Map of Halifax City. McAlpine Publishing Co., Halifax.

12374 The Man Behind the Gun. Poster. A. Burdett Lee, Toronto.

12376 Fifty Glimpses of Toronto. Book. McLeod & Simpson, Toronto.

12377 Motif—de Decoration en ronde-bosse a l'Effigie du Duc d'York. Modelage. Pierre Beullac, Montreal.

12378 Canada's Memoriam March By March Jones, Watford, Ont.

12879 Selections in Poetical and Prose Literature. For Third-Class Teachers' Examination, 1902. By John C. Saul, M.A., and W. A. McIntyre, B.A. Copp, Clark Co., Toronto.

12380 to 12389 inclusive. Ten pieces of music registered by the John Church Co., Cincinnati, as follows: 1, Not by the Sun Will I Vow My Love; 2, Cupid's Kiss; 3, Rosalie; 4, Dainty Dorothea; 5, A Fairy Dance; 6, The Sandman's Song; 7, Listen to the Wondrous Story; 8, Long Ago; 9, In the Beginning was the Word; 10, While Shepherds Watched Their Flocks by Night.

12390 Our Coats of Arms and Their Meanings. Folder. Richard Hemsley, Montreal.

12391 Tables showing the Value of Instalment Bonds paying Interest annually at the rates per annum of 2½ per cent., 3 per cent, 3½ per cent., 4 per cent., 4½ per cent. and 5 per cent., and maturing in periods from one to thirty years. Central Canada Loan and Savings Co., Toronto.

12392 W. J. Gage & Co.'s Educational Series: The Lay of the Last Minstrel, edited by A. H. Reynar, M.A., LLD., and C. Clarkson, B.A. W. J. Gage & Co., Toronto.

12393 W. J. Gage & Co.'s Educational Series: La Joie Fait Peur, per Madame Emile de Girardin. Edited by John Squair, B.A. W. J. Gage & Co., Toronto.

12394 Souvenir of Their Royal Highnesses the Duke and Duchess of Cornwall and York's visit to Canada, September, 1901. Folder. Benallack Lithographing and Printing Co., Montreal.

12395 Registre et Journal d'Appel, Nouvelle edition. Joseph Edouard Mercier, Levis, Que.

12396 A School Anthology of English Poetry. With an Introduction and Notes by W. J. Alexander, Ph.D. Copp, Clark Co., Toronto.

12397 Companion to the Public School Arithmetic. By Wm. Scott, B.A., and Charles A. Barnes, M.A. Canada Publishing Co., Toronto.

12398 The Ramblin' Irishman. Song. Words by E. M. Wheeler. Arranged by C. Milligan Fox. Church Co., Cincinnati.

12399 Kelly's Cat. Song. Words revised by A. S. Graves. Arranged by C. Milligan Fox. Church Co., Cincinnati.

12400 Denny's Daughter. Song. Words by M. O'Neill. Music by Charles Willeby. Church Co., Cincinnati.

12401 Mrs. Campbell and Her Friend at the Fair. R. A. Lister & Co., Montreal.

12402 Motif de Decoration: Armes Royales d'Angleterre. Modelage. Marcel Beullac, Montreal.

12403 Motif de Decoration: Lion Heraldique portant Ecusson. Modelage. Marcel Beullac, Montreal.

12404 The Nineteenth Century Series: Medicine, Surgery and Hygiene in the Century. By Ezra Hurlburt Stafford, M. B. Volume III. Bradley-Garretson Co., Toronto.

12405 The Nineteenth Century Series: Progress of the United States of America in the Century. By William P. Trent, M.A., LLD. Volume V. Bradley-Garretson Co., Toronto.

12406 Renouf's Easy Exercises in English and Grammar. Edward M. Renouf, Montreal.

12407 All Thy Works Praise Thee, O Lord, No. 2130. Music by C. B. Hawley. Church Co., Cincinnati.

12409 Monuments du Mont-Royal. Livre. Joseph Brunet, Montreal.

12411 Nouvel Hymne Canadien Francais Nous Sommes Enfants de la France. Paroles de Louis Frechette. Musique Drolet-Contant. A. R. Archambault, Montreal.

12413 Group of Oxford and Cambridge Athletic Team in ordinary dress. Photo. Wm. Notman & Son, Montreal.

12414 Group of Oxford and Cambridge Athletic Team in running costume. Photo. Wm. Notman & Son, Montreal.

12415 The Great White Throne. Song. Words by G. H. Kerr. Music by Will M. S. Brown. Whaley, Royce & Co., Toronto.

12416 Perth-On-The-Tay. A Tale of The Transplanted Highlanders. By Josephine Smith, Ottawa.

12417 The Court Jester. March and Two Step. By Lee Orean Smith. Whaley, Royce & Co., Toronto.

12418 There's a Charm About the Old Love Still. Song. Words by F. W. Vandersloot. Music by A. L. Fischer. Whaley, Royce & Co., Toronto.

12419 Questions et Reponses sur les Notions Elementaires du Plain-Chant. Par Francois George Crepeau, notaire, Montreal.

INTERIM COPYRIGHTS.

705 Nouveau Cours d'Hypnotisme. Louis Fortier, Montreal.

706 The Eternal City. By Hall Caine. Hall Caine, Isle of Man, England.

707 Likeness of the Duke and Duchess of Cornwall and York on Maple Leaf. Photo. Joseph C. Clarke, Toronto.

708 Captain Ravenshaw; or The Maid of Cheapside. A Romance of Elizebethan London. By Robert Neilson Stephens. Copp, Clark Co., Toronto.

709 Dri and I. By Irving Bachelier. Grant Richards, London, Eng.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, are having their best sales on the following pieces of music:

1. "Greeting"; song, by Gressler.
2. "The Shade of the Palms"; song from "Florodora," by Stuart.
3. "Tell Me, Pretty Maiden"; song from "Florodora," by Stuart.
4. "Marche Electrique;" piano, by Berger.
5. "A Frangesa"; march, by Costa.
6. "Queen's Defenders"; march and two-step, by Musgrove.

Whaley, Royce & Co., Limited, report their greatest demand to be on these:

1. "For You"; song, by Webster.
2. "Day by Day"; song, by Stanford.
3. "Creole Belles"; two-step, by Lampe.
4. "Soldiers of Fortune"; two-step, by Gastin.
5. "Flipity Flop"; cake walk, by Dougherty.
6. "Calanthe"; Waltz, by Holzman.

IMPORTANT NEW BOOKS.

FLEMING H. REVELL COMPANY

25-27 RICHMOND STREET WEST. TORONTO.

(BOOKSELLERS' ROW)

David, the Poet and King.

By NEWELL DWIGHT HILLIS.

The romance and tragedy of his career and fall, and the glory of his recovery also. Illustrated by Louis Rhead. 8vo, two colors, antique paper, deckle edges.....net, **75c.**

"Dr. Hillis has presented something more than a mere sketch. It is an essay giving the result of careful and intelligent study of the career of David, who in our day would be called 'a man of many parts.'"—New York Times.

Winsome Womanhood.

By MARGARET SANGSTER.

Large paper Edition de Luxe. Illuminated pages and many extra illustrations in Sepia by W. B. Dyer. 8vo, cloth, boxed.....net, **$2.50.**

"An exquisite book, written in the sweetest spirit, out of the ripest wisdom and the tenderest love. It ought to stand at the very head of all Mrs. Sangster's publications in popularity."—The Interior.

The Old Evangel and the New Evangelism.

12mo, Cloth, Gilt Top; Net, $1.00.

By CHARLES AUBREY EATON.

Dr. Eaton, recently called to one of the most important pulpits of Cleveland, Ohio, is a man of force—a force consecrated to the accomplishment of great good. He treats of the Divine Message of redemption from the view-point of to-day, emphasizing rather than minimizing the necessity for a close adherence to the Apostolic principles.

Constantinople and its Problems.

Fully Illustrated. 12mo, Cloth; Net, $1.25.

By HENRY OTIS DWIGHT, LL.D.

CONTENTS: Introduction. Chap. I. The City as a Centre of a World. Chap. II. The Mohammedan Question. Chap. III. The Woman Question. Chap. IV. The Oriental Church. Chap. V. Outside Influences at Constantinople. Chap. VI. A Half Utilized Agency.

"Dr. Dwight has had continuous and exceptional opportunity to become acquainted with life in Constantinople, both in its higher and more commonplace aspects. What he has to say in his forthcoming volume will be authoritative free from amateur sentimentalism, sane, straightforward, and up-to-date. He has lived there in peace and war, as a keen observer of the intricacies of its political and social life, and an active worker for the promotion of its higher interests."—James S. Dennis.

"Cherry," or the "Cumberer" that did bear fruit.

By AMY Le FEUVRE.

Every story from this remarkable pen seems to be a still greater improvement over its predecessor, and this is certainly the very ideal of a child's story. The realness of it, too, makes it more than interesting to older folks as well.

12mo, cloth.....net, **$1.00**

Select Missionary Readings for Missionary Programs.

By BELLE M. BRAIN.

Compiled and arranged by Belle M. Brain, author of "Fuel for Missionary Fires," "Transformation of Hawaii," etc. 16mo, cloth. .....net, **60c.**

Among the books from which selections have been made are Paton's Autobiography, Pierson's "New Acts of the Apostles," Mackay's "Formosa," Chamberlain's "Tiger Jungle" and "Cobra's Den," Peery's "Grist of Japan," Brain's "Hawaii," Hamlin's "Life and Times," Gale's "Korean Sketches," Young's "Indian Trail" and "James Evans."

Culture and Restraint.

12mo, about 350 pages. Uniform with "Friendship," by the same author. Net, **$1.50.**

By HUGH BLACK, M.A.

Part I.—Culture and Restraint—the Problem Stated. 2. The Aesthetic Ideal—Culture. 3. The Defects of the Aesthetic Ideal. 4. Culture as Religion. 5. The Ascetic Ideal—Restraint. 6. Origin and Growth of the Ascetic Ideal. 7. The Failure of the Ascetic Ideal. 8. The Teaching of Jesus on Asceticism. 9. The Christian Solution.

Part II.—1. The Culture and Restraint of the Body. 2. The Culture and Restraint of the Mind. 3. Books as an Instrument of Mental Culture. 4. Culture versus Specialism. 5. Culture and Restraint of the Imagination. 6. Culture and Restraint of the Heart. 7. Culture and Restraint of the Spirit. 8. The Perfect Man.

Bible Stories for the Young;

or, The Scriptures Simplified for Little Folks, with lessons drawn from actual sayings of children. 8vo, cloth, fully illustrated..... .... **$1.50**

The same book may also be had in Swedish in the same style and at the same price.

Probable Sons.

A new edition of this beautiful tale, fully illustrated by W. J. Enright, 12mo, decorated boards ..... **50c.**

The High-Caste Hindu Woman.

By PANDITA RAMABAI.

A Powerful Presentation of the Infelicities of Child Marriages and Enforced Widowhood. New edition, revised. 12mo, cloth....net, **75c.**

"A heart-break and a joy."—Frances E. Willard.

"This book is very interesting, especially to philanthropists and to students of religious and social phenomena. Few people in this country have any accurate knowledge of the life of Hindu women, or of the iron chains of religion and custom that keep them in mental and moral slavery; and this volume, written by one of their own number, will be to Americans a revelation."—Critic.

FLEMING H. REVELL COMPANY

25-27 RICHMOND STREET WEST, TORONTO.

Also at Chicago and New York. **(BOOKSELLERS' ROW)**

How to Sell Magazines.

What Live Dealers Do to Win Trade.

APART from the direct profit to be derived from the handling of magazines, it will be admitted that no line in the bookseller's business is quite as useful in making the public acquainted with the store, and perhaps converting them into regular customers. They come in every month or week, as the magazines are published, and the stationer, or his clerks, has the opportunity of becoming acquainted with the customer's likes and dislikes, and of making a friend who is almost certain to soon extend his custom to other lines.

Besides, magazines are an interesting class of goods to handle; there is little trouble about them; they draw a good class of trade; they can often be used to fill in a window display where nothing else would do; being renewed every week or month, they give a fresh and up-to-date appearance to the store, and most of them have that claim to consideration that few other lines possess—they may be returned if not sold.

Some dealers do an immense trade in magazines, so large, indeed, that they have become the chief feature of the business, while other dealers have not managed to do much more than enough to give them more work. Success in this line has come to the few dealers not by mere chance, but as the result of a careful study of the trade and a wide-awake, businesslike method of choosing, displaying and selling the goods.

I was talking on this subject to one of the largest city dealers, who has worked up the trade from the beginning, and with not as good opportunities as others in localities where there is more passing trade, and perhaps some of the ideas he gave expression to will be of use to others.

The front of his store is almost covered with large colored pictures, the supplements of magazines, or lithographs of prominent persons. On either side of his door stands a rack containing all the different magazines, a method of showing them that can hardly be excelled. A bulletin outside the door contains in large, black, hand painted letters a list of the current magazines that are already out.

The large illustrated weeklies are always shown opened at some picture of especial interest, and smaller ones, mostly monthlies, if they have handsome covers that are changed every month, are shown so as to make them add as much to the appearance of the store as possible.

"The whole secret in working up a magazine trade," he said to me, "is in getting to know your customers' likes and dislikes. Some will want a 50-cent magazine that others wouldn't look at. You have to make a study of them, and if you haven't a particular magazine on hand that a customer wants, never fail to impress on him that you can quickly obtain it if he wishes and will have it afterwards.

"The magazine trade is one that has to be worked up gradually and slowly. You get your customers one by one, but please them at first, and they're pretty sure to stay with you.

"There is a great deal in showing magazines. You can make an excellent window display with them and their supplements" (which is proved by his own windows), "and yet it is very seldom that you see such a display. Other goods are always given the chief place, and magazines are used to fill up. You see the way I show my goods. They are placed in the window, beside the door and everywhere else that gives them a chance of being seen, and it makes a big difference in sales. The posters that many of the magazines send out every month make good advertising. They are best shown outside the door."

Another city dealer has a plan that he thinks is a good one. He goes through each magazine as it comes in, and if there is an article or some illustrations of particular interest to the people of his place, or anything that would likely take well with the passing public, he prints the title of the article, or tells about the pictures, on a card, which he inserts in the magazine, and places it in the most conspicuous place. This plan has always resulted in a large sale for the magazine.

"But it won't do to work it too often," he says, "only when there is something really special and worth giving particular prominence. Otherwise it will get to be an old story and little attention will be given to it."

S. W. PARTRIDGE & CO.

MESSRS. S. W. PARTRIDGE & CO., 8 and 9 Paternoster Row, London, announce that they will publish the following books during the Autumn season:

"A Lion of Wessex;" or, How Saxon Fought Dane, by Tom Bevan; "The Awakening of Helena Thorpe," by E. Rentoul Esler; "Ice-bound"; or, The Anticosti Crusoes, by Edward Roper, F.R.G.S.; "On Winding Waters": A Tale of Adventure and Peril, by M. W. Graydon; "Under the Sirdar's Flag," by William Johnston; "Castleton's Prep," by Charlotte Murray; "Our Rulers": From William the Conqueror to Edward VII., by J. Alexander; "Aveline's Inheritance," by Jennie Chappell; "Norman's Nuggett," by J. Macdonald Oxley, B. A.; "The Wonder Seekers," by Henry J. Barker, M.A.; "A Late Repentance," by Hannah B. Mackenzie; "Little Soldiers," by Kate L. Mackley; "Will, or That Boy from the Union," by L. Phillips; "A Red Brick Cottage," by Lady Hope; "A Noble Champion," by David Hobbs; "The Golden Doors," by M. S. Haycraft; "Heroes All": A Book of Brave Deeds for British Boys, edited by C. D. Michael; "Surgeons and Their Wonderful Discoveries," by F. M. Holmes; "The Five Books of Moses," being Vol. I. of the Bible in Modern English, translated by Ferrar Fenton; "Shepherds and Sheep," by E. Stuart-Langford; "Our Phyllis," by M. S. Haycraft; "Studies of the Man Paul," by Robert E. Speer; "All Play and No Work," by Harold Avery; "Bernard or Ben?" By Jennie Chappell; "Paul the Courageous," by Mabel Quiller-Couch; "Uncle Zeph and His Yarns," by William J. Forster; "Key Notes to the Happy Life," by Mrs. Charlotte Skinner; "Won From the Sea," by E. C. Phillips; "Aunt Armstrong's Money," by Jennie Chappell; "John Blessington's Enemy": A Story of Life in South Africa, by E. Harcourt Burrage; "What is Christian Science?" By P. C. Wolcott, B D.; "Our Pet's Picture Book," by D. J. D.; "Happy Playmates": Pictures and Stories for Young Folks, by J.D.; "Bible Pictures and Stories": Old Testament, by D.J.D.; "Bible Pictures and Stories': New Testament, by James Weston and D.J.D.; "Pussies and Puppies," by Louis Wane; "Sweet Stories Retold": A Bible Picture Book for Young Folks; "Sweet Blossom": A Picture Story Book for Little Ones; "Benjamin's New Boy," by Jesse Page; "Enemies": A Tale for Little Lads and Lassies, by Marion Isabel Hurrell; "Cherry Tree Place," by Lizzie A. Hooper; "For Eyes That Weep"; "Come Unto Him"; "A Frank Talk About Betting"; "The Smoking Craze," by Rev. Frank Ballard, M.A., B.Sc.

Additions to "The New Century Leaders" series: "Lord Milner," by W. B. Luke; "The Marquess of Salisbury," by Francis Aitken; "Alexander Maclaren, D D.," by John S. Carlile.

Lieut.-Col. J. R. Wilkinson, of Leamington, is having a second edition of his book, "Canadian Battlefields and Other Poems," published, with considerable new matter added to that of the first. The disposal of a thousand volumes of a book of poems, some four hundred of these in half-leather binding at $1.50, within two years, is not bad book-selling. The Colonel is to be congratulated. William Briggs is the publisher.

Notes of Western Trade.

From Our Own Correspondent.

WINNIPEG, September 9, 1901.

IN looking over the trade here, with a view to notes for the special number of THE BOOKSELLER, it is surprising how very little change has really taken place.

The Winnipeg Stationery Co. has gone out of business, after a somewhat checkered career of four years. The Ford Stationery Co. has changed hands, but is still doing business under the old name and at the old stand.

R. D. Richardson & Co. are now Richardson & Bishop, and have moved into new and very handsome quarters in "Newspaper Row" McDermott avenue. These constitute the entire changes for a year.

Asked as to the nature of business the reply is: A growing demand for good stationery, particularly for offices. Large houses are buying in greater quantities and a correspondingly better class of goods.

Considering the crop failure of last year, business has been uniformly good throughout the season, and at the present time is active and the outlook for Fall and Christmas trade extremely good.

Just at the present time all houses are actively engaged in the sale of school books and school supplies, the trade for the first two weeks of September being enormous, but, alas, not correspondingly profitable.

TOURIST BOOK TRADE.

Winnipeg has a growing trade with Summer tourists, and this would be capable of further development if there was only improved hotel accommodation. During the past summer there has been a good demand for souvenir books and also for Ralph Connor's books, "Black Rock" and "Sky Pilot." A pleasing incident in connection with the latter might be noted. Two ladies from Boston, on their way from San Francisco, were delayed in Winnipeg 36 hours, owing to the C.P.R. strike, and a bad wreck. They wandered into a bookstore and asked for something of local interest. The bookseller, among other things, showed these two books and mentioned the fact that Ralph Connor (Rev. C. W. Gordon) resided here. "What," they cried, "is Ralph Connor here? We have read his books and so long to see the author and shake hands with him." A telephone message granted the privilege of an interview and they went off to the cosy manse on Broadway, more than reconciled to the 36 hours' delay.

Speaking of Ralph Connor's books, the houses here already have a very large number of orders for his new book placed ahead of publication.

The recent visit of the Canadian Medical Association increased the call for books of local interest, while the presence in the city of Dr. W. H. Drummond, of Montreal, and the announcement that he will give readings from his poems on his return from the Coast has created a very active demand for "The Habitant."

The demand for Sanford Evans' "Canadian Contingents" must be very gratifying to the author, who is such a recent addition to the ranks of Western newspapermen. The paper edition of "Elizabeth and her German Garden" has had a very large sale, as has also the "Cruise of The Cachalot," by Bullen. "Ways of Wood Folk" (Long) and Bird Books (Olive Thorne Miller) are good sellers.

In fiction, there is no doubt that "The Crisis" leads the van, while "Granstark," "Eben Holden," "Ralph Marlowe," "Tarry, Thou," "The Octopus," "Cinderella," "In the Palace of the King," and the "Visits of Elizabeth," have all been regularly called for and are still selling freely.

Representatives of the Appleton Company have been in Winnipeg for some time pushing the sale of the "Universal Cyclopedia" with considerable success. It has been decided to make Winnipeg the distributing centre for the whole of Canada. Educationalists here seem to think highly of the work as meeting acceptably a felt want at a reasonable figure. E. C. H.

Writing Tablets

Our factory is the largest in the Dominion. We make the greatest variety and give the best **values.**

W. J. GAGE & CO., LIMITED

54, 56, 58 Front Street West,
1, 3, 5 Piper Street,

TORONTO

Topics for the Stationer.

HEARD IN TRADE CIRCLES.

THE old, highly-colored Christmas cards have disappeared to a great extent, and the present card is a much more artistic production and of a higher class of workmanship. Fancy calendars and works of art are taking the place of Christmas cards, though some jobbers have had greater success on lines of imported cards than ever before. But they are all totally different from the old-fashioned goods, and are works of art in themselves, many being suitable not only for the Christmas season, but for almost any occasion.

***

A city stationer did a large business last season in photos of local scenes, artistically mounted and finished, with a small calendar in one corner. These were taken rapidly, while few ordinary cards were asked for.

***

Christmas cards themselves have no doubt dropped away a good deal, but the novelties or very high-class ones sell well, and the number of works of art, calendars, etc., that are made to do duty as Christmas cards is very large, and is expected to be larger than ever during the coming season.

***

Mexican hand carved goods are not new, but, in Canada and the United States, as well as Old World countries, there has been, during the past year, a revival in them, and the trade has reached immense proportions. A few firms in the United States have had great success with this leather, and the demand grows continually. They have now been brought to Canada, and I am glad to hear that the Canadian manufacturers are being rewarded for their enterprise by a great many orders from all over the country.

The leather is brought here already carved, and is made up into card cases, purses, chatelaine bags and various other articles. For the holiday trade, I have seen nothing that is likely to take better. The designs on the leather are very elaborate, and I believe the makers guarantee the goods to be the real hand-carved thing. Samples of these goods will doubtless be sent on application. A glance at the samples will make one a purchaser.

***

The newest leathers are real Russian seal, real walrus, hippopotamus, buffalo, and sea lion. These are going well made up into almost all leather articles. There is no particular color in leather goods that is having a greater run than others. Of the staple leathers, the favorites are real sealskin, real alligator, real Russia and real Morocco.

***

There seems to be no limit to the uses to which crepe tissue paper may be put. It was used quite a lot during the past Summer season at Summer resorts to make up into fancy hats. Many stationers are now selling black crepe paper as a trimming for ordinary hats. It looks well, and has the advantage over all other trimmings that it is cheaper by a good deal. Stationers should look out for trade in this line.

***

Photo albums for mounting amateur work are moving out well. The Summer holidays being over, people want something like this to preserve the photographs they have taken, and a continued heavy demand is likely to be felt for some time yet. They are made in oblong and open-side styles in sizes 6½ x 10, 13½ x 10 and 10½ x 8. By the way, pocket diaries for 1902 will be out about November 1. The edition of the daily journals for 1902 is being sold very rapidly.

***

CRUDE RUBBER ADVANCING.

During the month of August all grades of crude rubber advanced steadily in cost. This is of particular interest to users of and dealers in rubber bands, because these goods, if properly made, are composed exclusively of the best and most expensive kind of rubber (known as fine Para) which has been affected by the general advance in a degree relative to its proportionate value. One of the most phenomenal changes ever recorded in the rubber market took place when fine Para went up at the rate of 1c. per lb. per day for 16 days, at the end of which it made a jump of 2c. per lb. and recorded a net increase of 12c. per lb. This condition is partly the result of heavy buying by shoe and tire manufacturers, who are anticipating their season, and partly (it is suspected), of the concerted action of rubber brokers, many of whom have oversold the quantity of "crude" actually at their command. It is hoped that this flurry may be followed by a period of stationary quotations or even a slight decline, but the general opinion seems to be that prices will go higher and continue rising at least after the new crop comes in. This begins to arrive from South America about the first of the year, but, as a rule, does not have any appreciable effect on the market before the last of the Winter. Prophets aver that even this cannot mean much this year, because the increased demand is so enormously in excess of the increase in production. They seem to think that past experiences of high markets will appear infantile compared with what is likely for the future. It is to be hoped that manufacturers of rubber goods, and particularly of rubber bands, will keep pace with events, because the disastrous policy of meeting such conditions by adulteration of products has been widely demonstrated during the past five years. At times the market has been glutted with cheap goods, and the dealers who have escaped loss of prestige and money by listening to the arguments of their manufacturers are indeed few. The old saying that "The best is none too good" is peculiarly applicable to rubber bands, and wise dealers will make no mistake in remembering this before stocking heavily at prices too dangerously low to admit of the production of reliable goods at a profit. Experience teaches her lessons well, but they are frequently costly. Higher prices of manufactured rubber goods will be inevitable if their quality is to be main-

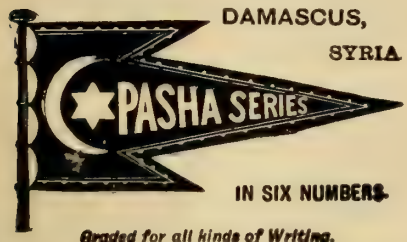
RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter TORONTO

Standard Commercial Works.

Matte's Interest Tables,
At 4. 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,
By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. By CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,
At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.
At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,
Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables; by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,
Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),
Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,
A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

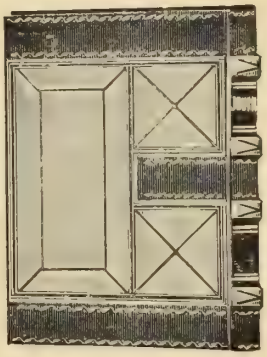
The Canadian Customs Tariff,
Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

THE
BROWN BROS.
Limited

Call attention to the following **Specialties** and **Departments** of which they are headquarters for the **STATIONERY TRADE.**



Account Books

We manufacture and keep in stock every description, all sizes and styles. Special patterns made to order.



Leather Goods

We make the finest that can be. **Purses, Card and Photo Cases, Portfolios, Wallets, etc.**

Paper, Stationery Office Supplies

Complete stock. Everything in the line. Something special in **Envelopes, Note Paper, Papeteries, Pencils and Stationery Novelties.**

Crepe and Decorative Tissue

"Dancing Girl" Brand, "Imperial," etc. All shades.

Arnold's and David's Inks—Special Agency.

Fountain Pens

Wirt's, A. A. Waterman, "New Century," etc.

Printers' and Binders' Supplies.

Complete Paper and Stationery Warehouse. New goods constantly to hand.



The BROWN BROS., Limited

51 53 Wellington Street West, - - TORONTO.

tained, although some manufacturers may be partially protected by heavy purchases made when prices were low. Those who have steadily refused to meet the ruinous figures quoted for rubber bands during the past six months, preferring to maintain the reputation of their products, will also suffer less than their shorter-sighted brothers.

Later reports just in indicate a slump in crude rubber, and fine Para is said to have declined 6c. per lb. Good authority declares this to be only temporary relief, but it is none the less welcome and will be widely taken advantage of.

***

IMPORTS OF STATIONERY.

The year 1900 was an especially heavy year in imports of stationery into Canada. Yet 1901 appears to have gone it one better. The official year closed July 1st and we have made up a table of the principal lines with the following result :

IMPORTS OF BOOKS, STATIONERY, ETC.

Articles.	Year ending June, 1901.	Year ending June, 1900.	Tariff rate.
Books, printed periodicals and pamphlets.	$ 729,341	$ 654,621	10 p.c.
Novels, paper bound, or in sheets	89,692	86,515	20 "
Maps and charts	16,082	20,107	20 "
School slates	17,518	15,629	25 "
Slate pencils	4,384	3,728	25 "
Toys and dolls	231,440	199,305	35 "
Writing ink	14,350	35,116	20 "
Magic lanterns	5,521	7,701	25 "
Bronze ornaments	6,839	7,916	35 "
Playing cards	33,510	29,637	6c. per pk.
Writing papers, ruled	9,411	11,477	35 p.c.
Envelopes	27,518	28,623	35 "
Wall paper	110,127	91,272	35 "
Papeteries, etc	445,838	428,758	35 "
Lead pencils	104,455	98,780	
Pens, penholders and rulers	79,437	71,203	25 "
Picture frames	62,532	49,282	30 "
Purses and pocket books	94,195	78,337	30 "
Total	$2,112,220	$1,948,007	

In this statement the increases will be noted in papeteries, toys, slates, inks, playing cards, pencils, pens and pocket books. Canada is apparently able to absorb more than she used to, and manufacturers in Great Britain and the United States are getting their share.

***

Montreal Stationery News.

MOMTREAL, Sept. 9, 1901.

MACFARLANE, HODGSON & CO., of this city, have imported a huge quantity of red, white and blue crepe tissue paper for use during the Royal visit, but the demand has greatly exceeded their expectations, and they have not had enough goods to supply their customers' wants.

The Manufacturing Stationers Co., who were burned out by the disastrous fire of February last are building a new factory on Elizabeth street, and expect to recommence operations in about a month.

Early in the Summer one of our Montreal firms imported a quantity of that new stationery, the silk fibre notepaper, and at first could not supply the demand. As soon as a second importation was made the demand seemed to fall flat. Nevertheless, several of our retailers report a good sale for it, although its value confines it to the use of the "tones."

The Rolland Paper Co. say that they are quite satisfied with the trade they have done in school copy and exercise books. Their new models and covers have been highly approved. They note with favor a decided tendency to demand a better paper in school blank books.

The Quebec Government has taken the first step towards the uniformity of school books in the Province by the issuing of two free books, to suffice as readers as well as tests on grammar and geography. They are the first and second elementary books, but are to be succeeded by more advanced works.

E. H. C.

Office and Other Stationery.

CREPE tissue papers for decorative purposes are in big demand, and for the coming visit of Royalty there is nothing that seems to be more popular for trimming and decorating than these goods. Brown Bros., Limited, tell me the orders for these goods are something immense. Their carbon letter book, by the way, is also increasing in demand continually, and I don't wonder at it, for they are decidedly the best thing on the market for copying letters. Stationery for offices, banks, private homes, or anywhere else, is moving well, especially in some high-class lines, like Pirie's, Hurlburt's, Marcus Wards', etc. Those who want blank books, no matter for what purpose or business, are recognizing the value of those made here. Not only are the largest bank deposit ledgers made a specialty, but vest-pocket editions of blank books may be seen, and we doubt if any other makers in America excell the productions of this house. They have been called the finest specimens of the bookbinders' art in the world.

Now is the time to order inks and mucilage before the cold weather sets in. Arnold's, Stephens', David's, Stafford's Underwood's, Antoine's, etc., are in great variety and quantity. Mention should be made, too, of Higgins' drawing inks, the most celebrated in America. In mucilages, there is the "Taurine" variety, and Le Pages' and Chase's liquid glue.

Birmingham and Sheffield have supplied such goods as inkstands, cash and deed boxes, letter and parcel scales, clips, files and paper fixtures, sponge cups, stamp dampers, etc. In pencils a full line of Hardmuth's and Johann Faber's, which need no comment. The number of office sundries is too large to be gone over separately, but one can find fancy penholders, erasers (ink and pencil), mapping pens, water wells, and whatever else can possibly be needed in any office or by any business man.

Where Ink and Sealing Wax are Made.

OUR London representative recently had the pleasure of visiting the factory where the celebrated Walkden inks are manufactured.

As these inks have been selling all over the world for upwards of 160 years, it is needless to offer an introduction to the stationers of Canada, but it is of the trip through the factory and of the manufacturers, Cooper, Dennison & Walkden, Limited, we wish to say a few words.

One hundred and sixty years is certainly a long business career, and to Canadians will no doubt seem wonderful. The secret of this house's success lies in the fact that it was founded by honest Englishmen, who had a meritorious article to offer the public, and were satisfied to let their business grow gradually from year to year, with the result that to-day the present company has a tremendous business throughout the world and a factory covering an acre of land.

It occupied the best part of an hour to inspect the various departments. The one that proved the most interesting was the sealing-wax sheds ; here one witnesses the mixing of resin, shellac and other ingredients, the moulding and polishing of wax sticks, which are made in a great variety of shapes, colors and sizes. Their line of perfumed wax sticks are produced in dainty sizes and pretty colors, just such as would please the eye of ladies who are fond of nice stationery.

There is little one can say respecting their ink manufacturing chamber, except to state that it was a huge room filled with large tanks and vats, and were it not for a streak here and there of red ink, presumably accidentally spilt, would indeed be a gloomy looking place.

The "Melanyl" marking ink was discovered by the firm's chemist, and has demonstrated itself to be the best on the market.

The present manager and chairman of the company, Mr. Philip Cooper, joined his father on the then firm of Cooper & Co.

This sheet is a sample of the stock from which we make our popular JAPANESE BOND Note Paper and Envelopes In white and azure tints and in Regent size

Warwick Bro's & Rutter
Makers of High Grade Stationery
TORONTO - CANADA



about thirty years ago, when the business only comprised Walkden's inks, quill pens and parchments. He shortly added several new departments, such as "Melanyl" marking ink and sealing wax, and became agent for Great Britain for Dennison's Manufacturing Co., Boston. Later the firm arranged for the manufacture in London of the Dennison tags, still continuing their agency for other of Dennison's goods.

They also became agents for a well-known Nuremberg manufacturer of pencils. On the expiration of the lease of the old premises in Shoe Lane they removed to their present commodious freehold works in Bermondsey, London, and the firm of Cooper & Co. became the private limited company, Cooper, Dennison & Walkden.

Among the numerous customers all over the world for the firm's productions, we were glad to find that Canadian houses occupied a prominent place. We were informed that the company have branches at Manchester, Liverpool, Glasgow, Dublin, Birmingham, and also at Bombay, with a resident representative in South Africa.

Mr. Cooper has a warm spot in his heart for Canada, and is looking forward to a visit during the months of September and October, and hopes to meet all his old friends in the stationery line.

Dimity Stationery.

Buntin, Gillies & Co., of Hamilton, report an unprecedented sale of the Dimity stationery, which they lately put on the market. The excellent quality of this stock, combined with the beautiful colors and unique finish, and the handsome and attractive putting up of the goods has apparently caught the public fancy; so much so that the sale has run several times higher than estimated.

Buntin, Gillies & Co. apologize for the delay in filling some orders, but have large lots coming through, and expect to be able to fill all orders promptly in the future.

A Superior Standard of Quality.

The Goodyear Tire and Rubber Company, Akron, O., U.S.A., are making stationers' rubber bands which are said to excel at all points any others on the market. These goods are packed in handsome green boxes upon which the trademark "Imperial" pure fine Para rubber bands and the corporate name of the makers, appear in white. Each box is accompanied by a guarantee stating that, if the goods are found to be otherwise than as represented, they will be replaced, free of charge, or the purchase money refunded. This means much to dealers who have been compelled to be wary of cheap rubber bands. So

WEBSTER'S INTERNATIONAL DICTIONARY

NEW EDITION. 25,000 New Words, Phrases, Etc.

Prepared under the direct supervision of W. T. HARRIS, Ph.D., LL.D., United States Commissioner of Education, assisted by a large corps of competent specialists and editors.

New Plates Throughout. Rich Bindings. 2364 Pages. 5000 Illustrations.

☞ *The International was first issued in 1890, succeeding the "Unabridged." The New Edition of the International was issued in October, 1900. Get the latest and the best.*

Also Webster's Collegiate Dictionary with a valuable Scottish Glossary, etc.
"First class in quality, second class in size." *Nicholas Murray Butler.*

GET THE BEST

Specimen pages, etc., of both books sent on application.

G. & C. MERRIAM CO., Publishers, Springfield, Mass., U. S. A.

'GRAND PRIX," PARIS, 1900. The highest possible Award.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

WESTERN ASSURANCE COMPANY
Incorporated 1851.

Fire and Marine

Capital, subscribed	$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

Stafford's Writing Fluid.



We have a complete stock of these matchless Inks, blue, blue black, and copying; also Stafford's Famous Office Mucilage and Photo Paste. We are selling at manufacturers' prices. Instead of ordering direct from the manufacturers, dealers should place orders with us and save themselves the bother and cash outlay of freight and duty. Price list on application.

The Barber & Ellis Co., Limited

Manufacturing and Wholesale Stationers, TORONTO.

many inferior goods have been put out than even the quality of those held in the best repute has been suspected and, of course, this is natural when so called "market quotations" are below the actual cost of production and marketing high-grade bands. The Goodyear-Akron concern is in no way connected with any of the other companies doing business under similar names. In addition to the regulation standard packing, "Imperial" pure fine Para rubber bands are put up in special assortments designed to meet the requirements of different classes of buyers. Full information of this line may be obtained by addressing the makers. (See page 41.)

Writing Paper Manufacturers.

THE firm of Andrew Whyte & Son, Limited, Edinburgh, who are now offering their fine writing papers to the Canadian trade through the columns of this journal, have for many years occupied a place in the front rank of British stationers. It is now over three-quarters of a century since the house was established.

They occupy very extensive premises on the Eastern Road, Edinburgh, affording employment for a large number of work-people in the manufacture of account books, papeteries, tablets, scholastic stationery, etc. The machinery is of the latest type, and the whole establishment is thoroughly up to date in every way.

Their paper department is a very important one. The vast stores kept in stock suggest to the visitor the salle of a paper mill. In high-class tub-sized papers, this firm have for many years made a specialty of the well-known "Annandale Polton" papers, a full range of these being stocked in writings, book papers and blanks. The names of the paper suitable for all kinds of professional, commercial and private use include "Thrush Grove," "Florentine," "Bothwell," "Cleveland," "Abbey," "Lilywhite," "Our Flag," "Our Club," "Lansdowne," "Fine Linen Wove," "Dudley," "Library" and "Sine Qua Non" blotting.

In the various working departments of this establishment labor-saving machinery of every description is to be found, and represents the brains of England, France, Germany and the United States.

The firm have branches at 34 Paternoster Row, London, and 142 West Nile Street, Glasgow.

Fountain Pens.

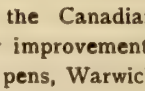
THE fountain pen is to-day looked upon not as a novelty, nor as a luxury, but as an absolute necessity. Hence the sale of fountain pens has become one of the most important features in the business of the up-to-date stationer. Warwick Bro's & Rutter, in keeping abreast of the times, have given this growing trade special consideration and are now in a position to look after every requirement of the retail dealer in this line. They are the wholesale agents for the celebrated Parker Jointless pen, which is acknowledged to be the most modern and improved fountain pen on the market. It is also one of the most widely advertised pens, which is of great advantage to every dealer. These pens are made to retail from $2 up to $10, and are made in over 50 different styles. We might draw attention to a cut of the Jointless pen which will be seen below, showing the spring lock which has superseded the old-style screw thread nozzle. Circulars will be gladly mailed on application to the Canadian agents describing the many improvements of the pen. In lower price pens, Warwick Bro's & Rutter are showing lines to retail at $1.50, in plain and gold mounted styles, others to retail at $1.25 and $1, and they have this year brought out a special line for school and college trade, called the "University," which can be sold for 75c. with a handsome profit to the dealer. Live stationers, look carefully to their stock of fountain pens at this season of the year and see that their assortment is complete.



The Parker Jointless Fountain Pen. Warwick Bro's & Rutter.

Papeteries.

The new series of fancy boxed stationery for this season, made by Warwick Bro's & Rutter, is now complete and orders already placed are being filled. The most popular numbers of the medium price lines invariably run short, notwithstanding the efforts of this firm to anticipate the requirements of the trade. Dealers who have received their shipments and find a demand for a particular line should re order at once, if they desire a further supply this season. Such boxes as the Regal, Dorothy, Violets, Tulips, etc., are appreciated wherever shown and the sale of these goods promises to eclipse that of any former season. Warwick Bro's & Rutter are also showing a number of high-class boxes in fine stationery which retail from 50c. to $1.50 per box. The larger trade will welcome a choice line of better class papeteries, and they will, no doubt, meet with a ready sale.



New Wreath Seal.

Devonshire Note.

THE marked appreciation with which the efforts of Warwick Bro's & Rutter to supply the trade with a genuine high-grade series of notepaper and envelopes, at popular prices, have been rewarded, is most gratifying to this firm. They report



Ladies' Seal—Wreath Design.

the sale of their "Devonshire" line of stationery as beyond even their most sanguine expectations. The leading stationers from Halifax to Vancouver are making this line their standard for regular trade, and will be glad to know that it is now made in the popular Regent size as well as the Octavo.

High-Grade Stationery.

THE attention of the trade is directed to the sample sheet of "Japanese Bond" paper inserted as page 27 in this issue. This paper is made for Warwick Bro's & Rutter in white and azure tints and is put up in Regent size note and envelopes.

"Japanese Bond" in the fashionable square size is one of the most popular lines of high-grade stationery now sold. A most charming effect is procured by embossing this paper with crests, monograms, initials, etc., and for this purpose the paper may be had in boxes holding five quires and the envelopes in boxes of 125. Warwick Bro's & Rutter make a specialty of embossing for the trade and any information or prices for special orders would be gladly furnished.

Messrs. Wm. Scott, B.A., principal of the Toronto Normal School, and Charles A. Barnes, M.A., public school inspector, have co-operated in producing a "Companion to the Public School Arithmetic," which teachers and Normal and Model School students will find invaluable. It contains answers to all the problems in the Public School Arithmetic, solutions of the more difficult ones, suggestions to teachers, tables, etc. It is published by the Canada Publishing Company. The price is $1.00.

Profitable Specialty Selling With No Risk.

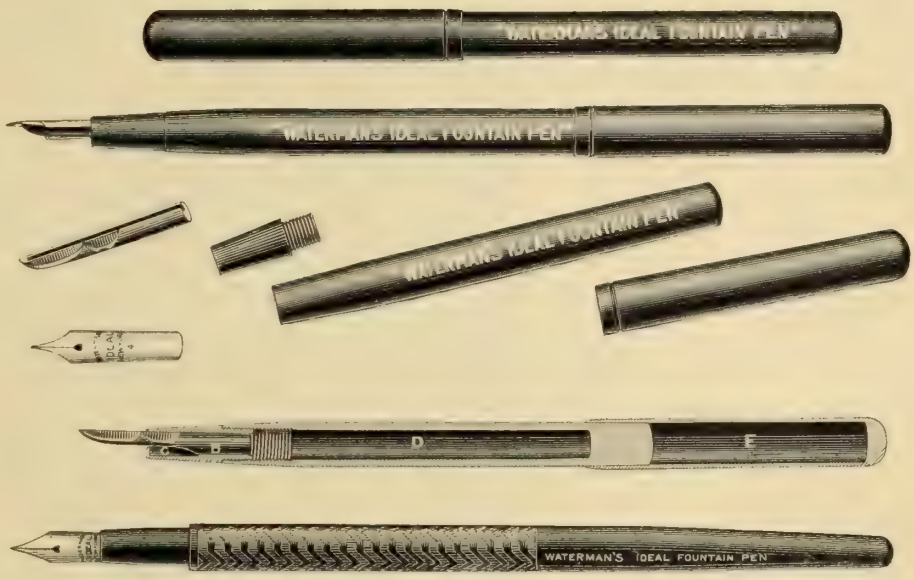
Few merchants or manufacturers are in business "for amusement"; it's a matter of hard cash to most, and so when we approached the stationers with the idea of putting in a specialty the profits of which, if properly handled, would more than pay the rent of the store, it is no wonder that a great many who are quite willing to make "a little more" jumped at the opportunity, for the following reasons:

The Best Fountain Pen in the World.—Waterman's Ideal is the acknowledged standard fountain pen of the world. And there's advantage in selling ***the best.***

Liberal Advertising. — Waterman's advertising is in almost every important magazine and in a number of the weeklies. We tell the people, "Get Waterman's Ideal of your stationer."

No Price Cutting —No one can sell our pens more cheaply than you can. No customer tells you truthfully, "I can buy that for $1.98 at—— ——'s."

Free Showcases.—If you carry a sufficient stock of our goods we loan you a handsome and substantial showcase without charge.



Easy Sales.—Our pens are not only well and largely advertised, but are so commonly used and where used so universally liked that almost everyone has heard a good word for Waterman's Ideal Fountain Pen. The pens can be kept in stock filled with ink ready to be tried for months without drying up, and once you get a man or woman to try a pen you have an almost certain buyer.

No Risk.—We guarantee to buy back at any time any or all unsold stock.

Safety and Advantage in Carrying a Large Stock.—As there is no risk in ordering a full assortment of pens, dealers can reap the advantage of carrying an ample stock, for people are much more likely to buy when there are many pens from which to choose.

Now we have shown as well as space will allow what we offer. This Fall Waterman's Ideal Fountain Pen will be advertised with larger advertisements than ever before. People who see these advertisements will be sent to stationers for pens, and many stationers will more than pay their rent out of their sales of Waterman's Ideal Fountain Pens. Does this interest you? If so, write at once to **L. E. Waterman Co.,** 173 Broadway, New York, for terms, etc.

A Business Jubilee.

Warwick Bro's & Rutter complete Half-a-Century of Business Success.

THE wholesale stationery house of Warwick Bro's & Rutter celebrates its fiftieth birthday this year. Few business houses have had so long, so successful and so honorable a career. Its beginning was of the humblest, and its prosperity has been due only to the most careful management and to a constant appreciation of the necessities of the trade. The founder of the house, the late Mr. William Warwick, began his business career as a clerk in the bookstore of the late Mr. F. B. Beddome, in Woodstock, Ont., in 1849. Two years later, when but 19 years of age, he bought out his employer's interests and established in his own name the business now carried on under the firm name of Warwick Bro's & Rutter.

The little Woodstock business grew rapidly. Mr. Warwick had a natural aptitude for commercial life and was successful from the beginning. He gained the confidence of the trade and was recognized as a careful, shrewd and intelligent buyer, and a man of the highest integrity. His store soon became a local supply house for the smaller stores in the neighborhood and a considerable jobbing business in books, stationery and notions was developed. He finally determined to remove to Toronto and devote his whole attention to the wholesale business. This, however, was a venture not without serious risk. His experience and training had been chiefly in the retail line and he was practically unknown to the general trade. To abandon an established business and begin again in a new field and under new conditions seemed a hazardous undertaking. But Mr. Warwick proved himself equal to the task, for he had confidence in himself and he had the faculty of readily adapting himself to circumstances.

In 1869 the removal took place and a wholesale warehouse opened in Toronto at the north-east corner of Wellington street and Leader Lane. The bookbinding department, which had been established in a small way for the manufacture of stationery and blank books before the removal took place, was greatly enlarged for the handling of such general publications as were undertaken from time to time. The book department was also enlarged and developed until it became one of the most important in Ontario. Success followed success, and the original premises were soon found to be inadequate for the proper accommodation of the business. The large five-storey warehouse at 8 and 10 Wellington street east was then purchased and here the business was carried on until 1888 when the fine warehouse and factory, now occupied by the firm, was erected.

Mr. Warwick died in 1880. Although the house by this time had established its place and had attained a liberal measure of success, it could ill afford to lose its chief.


RETURNED JAN 24 1902
B.4/58

Warwick Bro's & Rutter,
Warerooms and Factory, 68 and 70 Front street west.

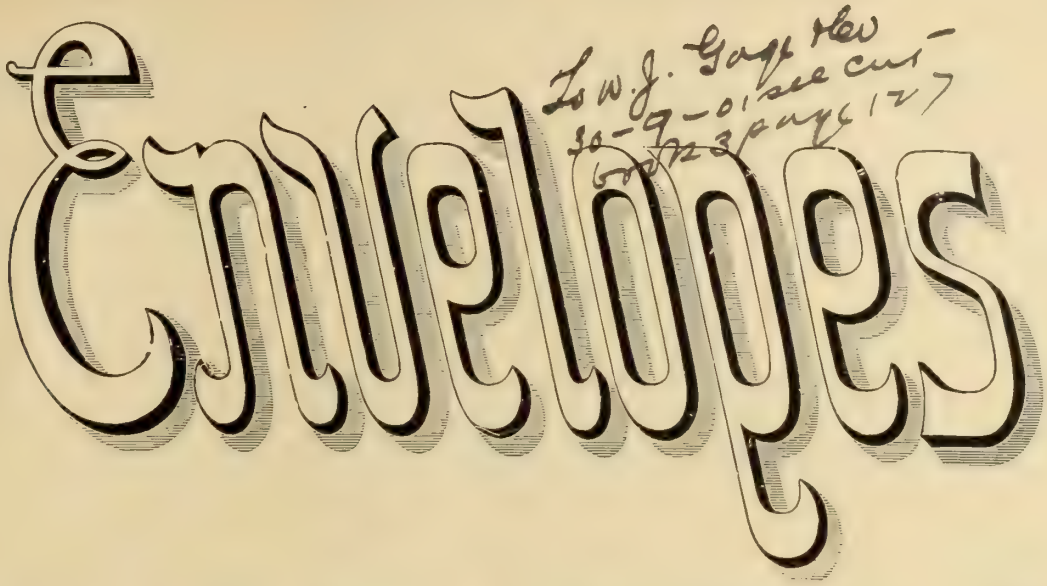
Competition was keener than ever and careful and experienced men were necessary at the helm of affairs. Mr. Guy F. Warwick, the eldest son, represented the family interests in the business and he was faithfully supported in its management by Mr. Arthur F. Rutter, who had served under Mr. Warwick in a responsible capacity for a number of years, the late Mr. John B. Clougher, the first traveller for the house and afterwards manager, the late Mr. Henry Sylvester, accountant, and Mr. George R. Austin, cashier, all of whom rendered loyal assistance to their several departments. The second son, Mr. George R. Warwick, was admitted into partnership in 1885, and the firm name, which for some time had been W. Warwick & Son, was changed to Warwick & Sons.

The department for the publication and sale of miscellaneous books had up to this time been one of the most important branches of the business, but the firm had long recognized the fact that, in order to build up a business that should attain any degree of permanent success, every energy must be concentrated, and, as the book and stationery trades, more especially in wholesale, were entirely different in character and demanded different qualifications and forces, they wisely determined to devote all of their energies in the future to the development of the manufacturing, importing and wholesale stationery business. The book department was accordingly disposed of in 1886, and ever since that time the house has occupied the foremost position in Canada among stationery houses.

In 1886 a printing department was added to the manufacturing departments, in order that every branch of the work should be done under the one roof and with the greatest economy of cost and supervision.

Mr. Arthur F. Rutter was admitted to partnership in 1886, and Mr. Charles E. Warwick, the youngest son, in 1888. In 1893 the firm name was altered to Warwick Bro's & Rutter in order to represent more accurately the personnel of the partnership. The firm at the present time consists of Mr. George R. Warwick, who has the management of the wholesale departments of the business, Mr. Arthur F. Rutter, of the manufacturing branches, and Charles E. Warwick of the sales department.

Not only are the members of the firm thorough business men, but they are practical stationers as well, for, before their admission to partnership, they each had long and careful training and experience in the departments of the house and on the road. Few lines of business require such a grasp of detail, such fertility of mind and such resourcefulness. The products of a hundred factories and the inventiveness of a thousand minds are continually demanding the attention of the wholesale stationer, and those who succeed must ever be on the alert for new ideas and at the same time careful to select the best from the multitude that are continually clamoring for attention. The firm's own factory is no unimportant contributor to the season's novelties, and it is an important



Our factory is the largest in the Dominion. We make the greatest variety and give the best values.

W. J. GAGE & CO., LIMITED

54, 56, 58 Front St. West. 1, 3, 5 Piper St., TORONTO.

branch of the general business. It is one of the largest and most complete institutions of its kind in Canada and gives constant employment to upwards of 250 persons. All of the blank books, memo. books, writing pads, a large proportion of the notepaper and scores of other staple and special lines of manufactured stationery, together with all of the school practice books, are made on the premises. In addition to the stock work a very large general printing, bookbinding and blank book manufacturing business is carried on.

The members of the firm are surrounded both in the selling and manufacturing departments with a strong and capable staff of assistants, several of the employes having been with the house for upwards of 30 years. While strict in discipline and in the administration of that system which has been the keystone of their success, they have at the same time always been open to receive suggestions from the staff that might be of advantage in the business. The result has been the strengthening of the bonds between the firm and their assistants and a friendliness that has resulted to their mutual advantage. Without the cooperation of their employes no business house can be successful, and in recognizing this principle and encouraging the inventive skill of their workmen they are showing the broad and generous spirit which modern industrial methods demand as the price of business success.

There's no better combination for the desk of the business man or the escritoire of the society woman than Lion pens and Stafford's ink. The Barber & Ellis Co., Limited, are selling agents for both these lines.

A second edition of "The Making of a Christian," by Rev. John Maclean, Ph. D., is in the press. The popular reception given to this book has induced the author to proceed with a series of similar volumes, the next of which, "Better Lives for Common People," will be issued during the present Autumn. Booksellers who are asked for a helpful devotional book will make no mistake in recommending Dr. Maclean's volume. The Rev. G. R. Turk, in a letter to The Christian Guardian, remarks of it: "The charm of the style is its rugged Anglo-Saxon, the language of the bible and Pilgrim's Progress. It fairly bristles with monosyllabic sword points. It may be the enthusiasm of recent contact, but I know of no book of its class to excel, and very few to equal 'The Making of a Christian.'" William Briggs is the publisher.

THE BOOKLOVERS' LIBRARY.

The Booklovers' Library, about which there is a good deal of talk in the trade just now, has its headquarters in Philadelphia. More than one Canadian is connected with it. For instance, the secretary treasurer is John E. Bryant, formerly of Toronto, while the president, Seymour Eaton, is also said to be a former Canadian school teacher. Another Canadian connected with it is Mr. Gay, formerly connected with The Copp, Clark Co. as traveller, while Mr. Boyd, who is coming to Toronto to manage the Canadian branch, is also understood to be a Canadian. While the enterprise may succeed in the States, it will find the Canadian market too difficult and too limited to work upon. They will not be entitled to bring in their books free of duty, as theirs is not a library in the meaning of the Tariff Act. Besides that, the population is too widely scattered to enable them to work the delivery system, as they can work it in the densely peopled sections of the Northern States. One bookseller at the New York meeting said that the movement would run its natural course, as all enterprises did, and he predicted that in the end it would not pay its promoters. The regular booksellers in Canada will certainly not be friendly to the extension of the new movement.

Fancy Goods, Toys and Christmas Trade.

Leather Goods for Ladies.

ARTICLES and novelties in leather goods suitable for ladies must not be overlooked in selecting holiday goods. Some handsome things may be obtained this year, and a judicious selection will prove a source of revenue. Perhaps no better line can be chosen than chatelaine bags and reticules. For instance, in Brown Bros.' I noticed a number of chatelaine



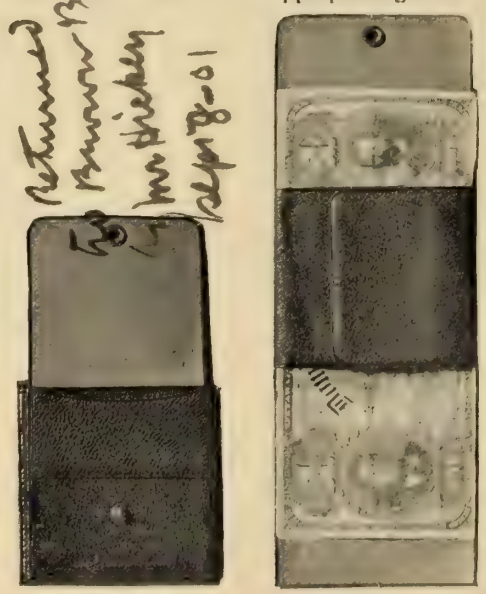
Mexican Hand-carved Chatelaine Bag.

bags in the new Mexican hand-carved leather that are the most attractive novelties in this line I have ever seen.

Here is a cut of one, but no engraving can do justice to the contrasting shades in the work. The handle, it will be noticed, as well as the hook with which to fasten it to the belt, are all in leather. These bags and reticules, or shopping bags, may be had in real alligator, real Russia, real seal, real morocco and seal grain. Some of the reticule bags have silk tops and cord handles, a style that has always a good, steady sale. Another article that attracted my attention was a writing portfolio. It was in real seal, lined with calf, and made with special fittings; it retails for $15. A cheaper class, all the way down to $1 retail, may be had in seal grain and other leathers. Finger purses are still selling well, and will doubtless go better when the wet weather arrives and ladies must hold up their skirts with one hand—the hand they want to carry the purse in. Ladies' toilet cases are always in demand at the Christmas season. Brown Bros. tell me they can suit the trade better by making them themselves than by importing them, as they are enabled to give just what is wanted, and can supply them fully fitted.

Trade in Leather Goods.

THERE is an annual increase in the sales of leather goods for the Christmas trade. It is being recognized that this is a line that is often neglected, and the many novelties it contains provide a stock of holiday goods that can hardly be excelled. A big variety of special goods for this trade is shown in the warehouses, and a look over them will be profitable. I noticed a line of sterling silver mounted blotting pads, in morocco, made in three sizes, which were indeed attractive. Collar and cuff cases are good sellers, especially in morocco, cowhide and real sealskin. Toilet cases, in all leathers and prices, and the new military brush case for men, which are shown in the flat and ordinary shapes, are among the leaders in the Christmas trade. Cigar and cigarette cases are also good property. They are made both in telescopic shape and in the ordinary two pocket style, in all leathers. Pocket books, bill wallets and letter cases are always in demand. One of these shou'd be a particularly good line. This is a combined bill and coin wallet, and makes a useful and appropriate gift.



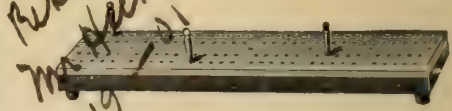
Front. Back.

Bill and Coin Wallet.

Among the imported goods there is a large run on metal and leatherette photo frames, and in ladies' purses and cardcases of German manufacture. Samples of these goods are submitted and prices quoted on application.

The Season for Games.

THE season is rapidly approaching when indoor games of all kinds will be in demand, and the dealer who has the best assortment of newest games will be the happiest man in the trade. There are so many new games out every Christmas that it is difficult to choose the best. Not only must the new games be looked after, but the old "stand-bys" are always in demand, and chess, checkers, playing cards, etc., must be kept in stock in good assortment. There is nothing very new in playing cards. Poker dice in vegetable ivory are being bought very much, and poker chips, whist trays, cribbage boards, in the ordinary oblong shape, and also the new triangular boards for three players, cribbage



boxes, bone, ivory and wood chessmen, dominoes, etc., are all commencing to move out for the Christmas trade. There is a handsome cribbage board called the "Regent," made in birdseye maple, which retails for 25c. A line of checkers, the "Rex," are intended to remove the necessity of "crowning" a checker to make a "king." The reverse side of these checkers is stamped with a king's head, and to make it a "king" it is necessary to merely turn it over. Checkers are much cheaper than they were. A formerly $1.80 line in Copp, Clark Co.'s is now being sold for 80c.

The Children's Trade.

CHILDREN'S blocks, fancy balls and toys of all kinds are being shown in the warehouses and on the road. These things must all be new and striking to sell. Speaking of toys, there are two or three mechanical ones I saw in Copp, Clark Co.'s that deserve particular attention. One was a torpedo boat, which, when wound up, runs back and forward three or four yards, firing off a cannon, mounted on top of it, at every turn. Then there was a farmer, who handled a scythe, and one of the street commissioner's men, who swept away all before him in the most realistic manner—two toys that will need only to be shown, working, to sell them. Paints and paint boxes, copying slates, etc., are always good. The jingo spirit is still

A useful buying help.

Dolls
Toys
Games
Blocks
Chinaware
Vases
Ornaments
Water Sets
Wine Sets
Presentation Goods
Leather Cases
fitted with
Sterling Silver
Mounts on
Genuine Ebony
Celluloid Cases
Glass Toilets
Work Baskets
Albums
Photo Frames
Novelties

Our handsome new Catalogue

"THE DRUMMER"

fully illustrates and carefully describes our line of

Fall and Holiday Goods

There never has been a year since we have sold goods but that some late buyers were disappointed in not getting all the goods they needed.

Ordering from "THE DRUMMER"

is a very convenient way. The Catalogue is a most useful buying help. It enables dealers to buy the goods now.

A copy is yours for the asking.

"Victor" Fall
Sporting Goods

TRADE VICTOR MARK REGISTERED

Football
Basket Ball
Hockey Goods
Punching Bags
Boxing Gloves
Health Exercisers
Training Outfits
Air Guns
Playing Cards
Japanese Goods
False Faces
Flags
Sleighs
Woodenware
Musical Goods
Druggists' Sundries
Smokers' Goods
Purses
Evening Fans
Smallwares
Stationery
Cutlery

THE

Fancy Goods Company of Canada, Limited

50 Yonge Street and 6 Wellington Street West,
TORONTO, CANADA.

abroad amongst young Canada, and some lead soldiers of all nations, the British in khaki, and lead warships, painted properly, will be good. Before Christmas the greatest event will be the Royal visit. For this occasion some patriotic horns, in colored cardboard, red, white and blue, with Union Jacks at the end, and a wooden mouthpiece, will be in good demand. They retail for 5c., but will easily make $10 worth of noise. A catalogue of 90 different games is soon to be issued by Copp, Clark Co., which may help dealers in selecting a stock.

What About Christmas Cards?

CHRISTMAS cards, to take well nowadays, must be distinctly novel as well as artistic and attractive. If they have these qualities they are sure of success. In looking up goods of this kind I came across



a few lines in Copp, Clark Co.'s that I hope dealers will manage to get hold of, for they are bound to sell very rapidly. These are the "Sunbonnet" series. Most of us are familiar with the pictures of "sunbonnet children" that have appeared in different magazines during the past year or so. They have now been made up into Christmas card novelties, and they are good. Some are cut out of paper and mounted on heavy, dark cardboard. They are all colored by hand, and an appropriate motto is panel-printed on each card. These are in sizes 6 x 8, to retail for 15c., and 8 x 10, to retail for 25c. There are 12 different subjects in each size. Another line has the mounting card cut out of white cardboard in the shape



of a sunbonnet, on which the "Sunbonnet" children are pasted. These retail for 25c. A 15c.-line is the "Sunbonnet" bookmarks, the pictures pasted on one end of a strip of heavy cardboard, on which is a Christmas motto. These cards, in the form of easels, made to stand alone, retail for 15c. The same maker has issued a series of "China Boy" cards, gotten up much the same as the "Sunbonnet" series, on dark cards and hand painted. Another series of the kind is of Chinese nursery rhymes; really parodies on the beloved Mother Goose. For instance:

Little Jack Horner
Sat in a corner,
Eating a rodent pie.
He said "This is rummy,
I've a pain in my tummy;
Really, I don't know why."

Each card contains a verse and the artist's idea of a Chinese Jack Horner, Miss Muffit, or some other celebrity of the nursery. These cards will go well. They are 8 x 10, comprising a dozen different subjects, and retail for 25c.

Paper, Albums and Pens.

A VERY handsome line of mourning stationery is in Dominion grey, Salisbury size. It is made with four different sizes of border, narrow, medium, broad and extra broad. It is nicely boxed in quarter reams, envelopes to match boxed in hundreds. The Blue Danube is selling well. It is in the fashionable grey-blue shade, the envelopes banded. Children's stationery, including a number of printed invitation cards, is shown by The Copp, Clark Co., nicely done up in fancy colored boxes, with such names as "Playmates," "Little Hero," etc. Bainbridge's crepe tissue is still selling very largely. It is a good line for dealers to handle, retailing for 10c. with good profit.

This year's albums are an artistic and pleasing variety, in scrap, stamp, photo, autograph and kodak albums. The last is intended to mount snap shots taken during the holidays or any time. In some of them the photographs, mounted, are pasted on, and in others they can be pushed in a frame in the paper which holds them securely. In the photograph albums, for preserving mounted photographs, there is one line with a few of the pages having floral designs.

Fountain pens make good Christmas presents. With every dozen of the "Rival" fountain pens a case is given. This is in full padded leather, plush lined, and with pockets for 12 pens. It can be used with advantage as a display case for the store.

A Stock of Fall Goods.

Messrs. F. & E. W. Kelk, whose advertisement appears elsewhere, announce that all their Fall goods have arrived, and they are now showing them in their large sample-rooms. Customers at the Exhibition say their assortment was a very desirable lot for a fancy goods dealer. Their dolls were particularly cheap and attractive, embracing a large range. All their iron and other lines of toys were away ahead of last year. They also report that their business was double of that at last Exhibition time. Customers should call and see their new goods.

Novelties for the Royal Visit.

THE popularity of photograph jewelry is now of comparatively long standing, but there is no sign of its diminishing. On the contrary, more of the buttons, pins, brooches, etc., with photographs of a friend or a relative on them are being bought all the time, and for special occasions, like, for instance, the coming visit of the Duke and Duchess of York, there is an almost unlimited demand for them. They are sold on the streets, in the stores, and everywhere else. Stationers who are not handling these goods should do so. A catalogue with numerous illustrations of these goods is being sent out by the Photo Jewelry Manufacturing Co, 122 King street west, Toronto, and a glance through it, if dealers can secure copies, will enable them to make a better show of goods.



Photo Jewelry Brooch No. 92.



Photo Jewelry Brooch No. 37.



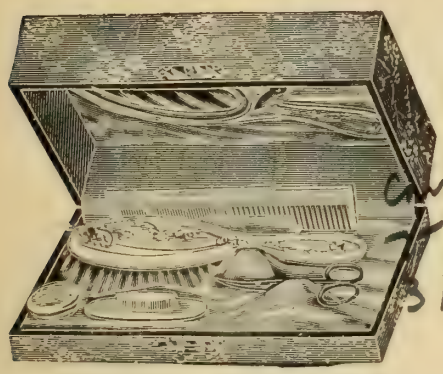
Photo Jewelry Brooch No. 53.

An Invitation Worth Having.

On another page will be found an invitation extended to visiting stationers, by Gowans, Kent & Co., Toronto, for the inspection of their beautiful sample room.

It is one which is well worthy of acceptance, as they are universally conceded to rival the most handsome display on the continent, the goods handled lending themselves so well to enhancing the effect. This firm, pioneers in the business, handle everything required by up-to-date crockery,

S. LANGSDORF & CO.



Manufacturers of

Celluloid Cases and Albums.

568-578 BROADWAY, NEW YORK.

Write for our $50.00 and $100.00 assortments. Special Values.



We are the oldest Manufacturers of : :

STYLO. AND FOUNTAIN PENS

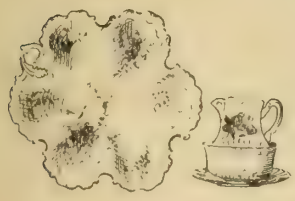
in Great Britain.

Have been over 20 years in the line and should know something about it.
We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.
To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.
If our patterns are not right for your market, we will make up any style or size to suit requirements.
The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, **LONDON, E.C., ENG.**



OUR line for Fall Trade is now complete and includes many items of interest to the "bookseller and stationer" handling anything in



Fancy China or Glassware.



We would like you to see our line of **China Novelties** of all kinds, **Fancy Glass Vases** and **Ornaments, Exclusive Souvenir Goods** (of which we make a specialty,) **Rich Oriental Figures, Decorated Opal.**

We extend you a cordial invitation to visit our sample-rooms when next in Toronto, or, if you send us a card, will ask our traveller to see you.

GOWANS, KENT & CO.

14-16 Front Street East, TORONTO, CANADA.

Wholesale Crockery and Glassware, China, Lamp Goods.

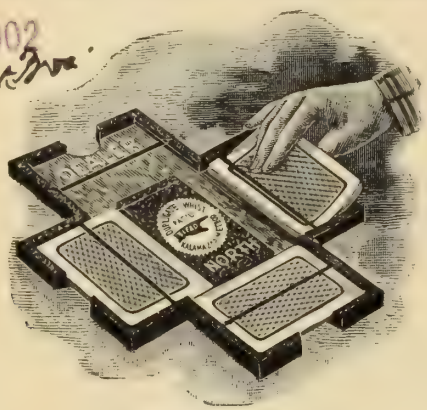
Manufacturers of Lamps and Rich Cut Glass. Decorators of Earthenware, China and Opal.

glassware and lamp merchants, and to be escorted through their large warehouse and factory is one of the sights of the city. From the basement containing the great kilns, through the various decorating rooms and large glass-cutting department, where may be seen the finest cut glass in all the different processes of manufacture, to the sample-rooms uniquely situated on the top flat the sights well repay a visit.

The firm carry many lines specially suited for the stationery and fancy goods trade.

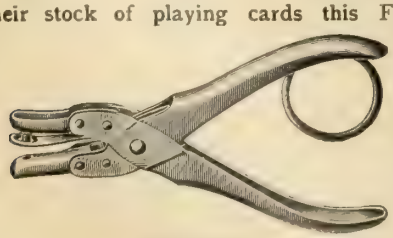
Duplicate Whist.

THE season for spending one's evenings indoors is again upon us and we unconsciously look about for an interesting and amusing way of passing the hours. The game of whist is at once educating,



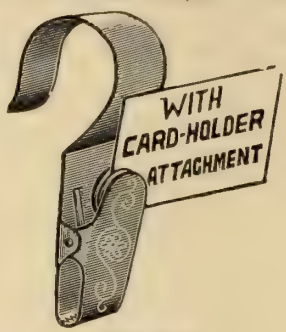
Duplicate Whist Sets.
Warwick Bro's & Rutter.

interesting and amusing, and when played with a set of duplicate boards, cultivates the memory as perhaps no other pastime does. Every whist player is a probable customer to the stationer for a set of duplicate boards and no dealer should consider his stock complete without a few of these sets. Warwick Bro's & Rutter have these goods in stock in all sizes, in eight, twelve, sixteen, twenty, and twenty four boards. They are neatly packed in handy boxes, with counters, score cards and rules, and are made to hold any size or style of playing card preferred. Price lists and illustrated circulars will be mailed to any dealer on application to Warwick Bro's & Rutter. Their stock of playing cards this Fall



Card Punch.

includes a greater variety than ever before. The Imperial Club card is the leading line of the entire series. It retails for 25c. and each pack is put up in a slide board box, which is a great advantage over the common ordinary card boxes supplied on other lines. The variety of designs in this card is most noticeable, there being eight different designs, each design being shown in four different colors. Another special line is a narrow whist card to retail at 25c., a line which will be certain to rank as one of the



Display Hook.

season's best sellers. The series includes cards to retail from 5c. per pack up to $1, and all the new and attractive fancy designs of English and American manufacture are to be found among them.

The travellers of Warwick Bro's & Rutter are now showing samples of the entire series.

Sporting and Christmas Goods.

FALL sporting goods will shortly be on the move, and dealers who are looking out for the best stock can get Canadian-made goods that will equal anything. The "Victor" brand," for instance, is the product of a Toronto firm, The Fancy Goods Co. of Canada, who put this trade mark on all the sporting goods they manufacture, and it has now become the sign of a well-made article. Footballs, Rugby and Association, punching bags, basketballs, boxing gloves, hockey goods, etc., are all made with this brand on them, and sporting men will take a "Victor" in preference to anything else. Every imaginable article for sport can be found here, making it unnecessary to give small orders to different places.

I looked through their toy department the other day, and tried to find out something in this line that wasn't there. But I failed, and so would any dealer going through it. Dolls of all descriptions, sizes and prices, and representing all nationalities, stuffed animals, mechanical toys in iron, tin and other metals, toy pistols, sail boats, men-of-war (on wheels), soldiers, buglers, etc., were arrayed on the tables and along the shelves in endless variety and unlimited quantity.

Games are given a department by themselves, they are so numerous. It would be impossible to give any idea of them, but many new ones were there besides all the the old favorites, like checkers, chess, dominoes, etc., that always have entertained and always will.

Picture books were shown me from 1c. up. A B C books, animal picture books, series of Mother Goose, Mother Hubbard, Cock Robin and other famous ones, besides some very good chrildren's books, may be seen in great variety. The Fancy Goods Company are indeed well prepared for Christmas.

While speaking of this company, it will not do to forget their catalogue—one of the best and most complete in the trade, giving cuts of almost all the goods, descriptions, sizes, prices and all. This is being sent to any dealer asking for one. Their address is 50 Yonge street, Toronto.

In this catalogue, which should prove invaluable as a ready reference to order by, there are goods for all persons of all ages. Razors, hairpins and school pencil boxes rub shoulders with perfumes, pipes and teething rings. And combs, spectacles, purses, thimbles, musical instruments, etc., are only a few more of the hundreds of smallwares that are enumerated in it.

The chinaware is in another department. For the Christmas trade many selling novelties will be found in fancy plates, presentation cups and saucers, salad or berry sets, children's mugs, etc. Vases and ornaments are, of course, included, and make a long list by themselves.

A Line of Silverware.

A LINE which quite a number of booksellers and stationers are handling with profit just now is silverware. In smaller towns especially, where the storekeeper must include a variety of goods in order to supply the demand, a neat selection of silverware will often attract customers, or interest them when visiting the store for some other purpose.

Silverware is no longer a luxury obtainable only by the wealthy. The erection of large manufactories where beautiful goods, either sterling or very serviceable plated ware, are turned out at extremely reasonable prices, has placed it within the reach of almost everyone, and the demand has consequently largely increased.

For the Christmas trade, nothing is now so popular as pretty silverware, and we are of the opinion that many more enterprising booksellers and stationers throughout the country could materially add to their business by keeping, not necessarily a large, but a neat and well-selected stock of this class of goods.

An advertisement of The Standard Silverware Co., of Toronto, on the back cover page of this issue will be found of interest to members of the trade who may be contemplating, or who are already dealing in silverware.


Fancy Goods
Toys, Dolls
Xmas Novelties
China and Glassware
NEW
CATALOGUE
Now Ready.
Nerlich & Co.
TORONTO.

Canadians on the Net-Price System.

THE UNITED STATES PLAN—COULD IT BE EXTENDED TO THE DOMINION?

THE book trade in the United States found price-cutting so serious an invasion of their margin of profit, that they welcomed the plan of the American Publishers' Association to establish net retail prices on books. That agreement went into force May 1 last, and is as follows:

THE U. S. NET-PRICE PLAN.

I. That the members of The American Publishers' Association agree that all copyrighted books first issued by them after May 1, 1901, shall be published at net prices which it is recommended shall be reduced from the prices at which similar books have been issued heretofore: Provided, however, that there shall be exempt from this agreement all school books, such works of fiction (not juveniles) and new editions as the individual publisher may desire, books published by subscription and not through the trade, and such other books as are not sold through the trade.

II. It is recommended that the net price of a retail book be printed, marked net, on a paper wrapper covering the book.

III. That the members of the Association agree that such net copyrighted books and all others of their books shall be sold by them to those booksellers only who will maintain the retail price of such net copyrighted books for one year, and to those booksellers and jobbers only, who will sell their books further to no one known to them to cut such net prices, or whose name has been given to them by the association as one who cuts such prices or who fails to abide by such fair and reasonable rules and regulations as may be established by local associations as hereinafter provided.

A dealer or bookseller may be defined as one who makes it a regular part of his business to sell books and carries stock of them for public sale.

IV. That the only exception to the rule of maintaining the retail price shall be in the case of libraries, which may be allowed a discount of not more than 10 per cent.

Libraries entitled to this discount may be defined as those libraries to which access is either free or by annual subscription. Book clubs are not to be entitled to discount.

V. That the association suggests a discount on net copyrighted books of 25 per cent. to dealers as a general discount, leaving the question of discount, however, entirely to the individual publisher.

VI. That after the expiration of a year from the publication of any such net copyrighted book, dealers shall not be held to the above restrictions and may sell such book at a cut price, but, if on learning of such action, the publisher shall desire to buy back at purchase price the copies then remaining in the dealers' hands, they must be so resold to him on demand.

VII. That when the publisher sells at retail a book published under the rules it shall be at the retail price and he shall add the cost of postage or expressage on all books sent out of the city in which the publisher does business.

VIII. That for the purpose of carrying out the above plan the directors of the association be authorized to establish an office and engage a suitable person as manager, and endeavor to secure from all dealers in books assent to the above conditions of sale. Under the direction of the board the manager shall investigate all cases of cutting reported, and when directed shall send out notices to the association, jobbers, and the trade, of any persons violating the above provisions.

IX. That it shall be the duty of all members of the association to report immediately to the said office all cases of the cutting of prices which may come to their knowledge.

X. That the association, through its agents and members, aid in the formation of booksellers' associations in the important centres and cities in the United States, the object of which associations shall be to assist The Publishers' Association in maintaining prices on net books as aforesaid, and to establish such lawful rules and regulations respecting the conduct of business in their locality as will tend to secure fair, honorable and uniform methods of business in each important centre or section of the country. That the association pledge itself to support such local associations by every means in its power in maintaining such lawful rules and regulations as may in this way be agreed to.

XI. That the report when adopted by the board of directors be submitted to the association, and voted upon in accordance with the association's rules, Article II., section I.

The plan was adopted by the majority of the association, a few dissenting voices being heard in favor of including fiction under the net system.

So far the system seems to have worked fairly well. Works of fiction are left to the option of the publisher. This is a serious omission. If a plan of net prices could be agreed upon between Canadian publishers and booksellers, similar in all essential details to that now in force in the States, it would be of small value unless fiction were included.

VIEWS OF CANADIAN DEALERS.

W. J. F. Mallagh, Brantford

"I was interested in the step taken by the United States publishers in regard to putting a set price on books for the retail trade, and yet there is one feature of it that is not quite clear to me, that is the relation of the bookseller to public institutions, such as libraries and other educational institutions. Am I to understand that these institutions are not to be sold books at any less than the regular retail price because, as no doubt you are aware, such places expect a reduction since they buy in much larger quantities than the regular retail purchaser. Of course, Brantford being a small city, we have the difficulty of the departmental cut rate in the larger cities, and you could see that it would be to our advantage to cooperate with any scheme or idea that would enable the bookseller, irrespective of the size of the place or the amount of their purchases, to sell books at a uniform figure. This, we believe, would be the salvation of the small town booksellers, as it would keep the trade to a large extent in its own territory. Of course, the success of this rests with the publishers in refusing to supply books to any firm who would sell at a cut-rate figure. This might mean for them the cutting off of some of their best accounts were they to enforce this measure. But, if it has worked on the American side, where there is a much larger field, it seems to me such could be effected here. I will be pleased to read from month to month in your valuable paper the results in this matter, and, if in any way I can be of service, you can count on me for unifying of the book trade by the maintaining of one price."

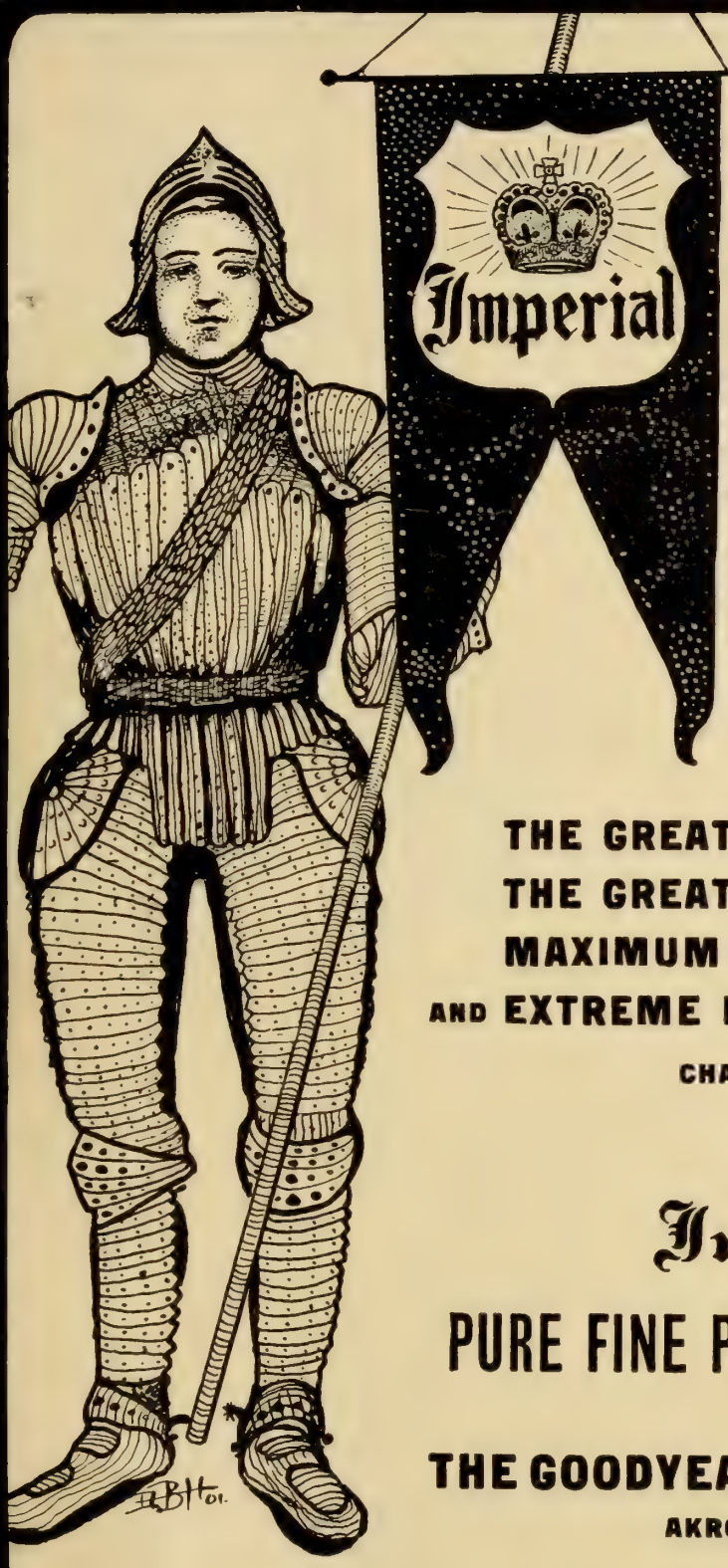
G. E. Copeland, Windsor.

"I would be very glad if some move was made to prevent the cutting of prices on books, and think we ought to adopt the system that has been tried in the United States. It may not be entirely successful, but it will be a step in the right direction and may lead up to some plan which will be of great benefit to retailers."

F. Nisbet, Kingston.

"Such an arrangement would be a great advantage to the legitimate bookseller.

"The regular bookseller cuts prices only when he is forced to by the book



THIS STANDARD

USED IN CONNECTION WITH OUR PURE FINE PARA RUBBER BANDS REPRESENTS EVERYTHING IT IS INTENDED TO IMPLY. IT IS SIGNIFICANT OF QUALITY, PURITY AND HONESTY IN THE SUPERLATIVE DEGREE.

THE GREATEST ELASTICITY
THE GREATEST STRENGTH
MAXIMUM NUMBER TO THE POUND
AND EXTREME DURABILITY

CHARACTERIZE THE

Imperial

PURE FINE PARA RUBBER BANDS

MADE BY

THE GOODYEAR TIRE & RUBBER CO.

AKRON, OHIO, U. S. A.

IS "THE BEST" TOO GOOD FOR YOUR TRADE? WE SOLICIT INVESTIGATION OF OUR CLAIMS. PLEASE SEND FOR SAMPLES OF THE GOODS. WE WILL BE GLAD TO SEND THEM POSTPAID WITHOUT CHARGE.

butchers in the rag-selling business, who cut the price often below cost to draw custom to other departments and so in that way make up their losses on the book department.

"You must, however, enlist the sympathy and honesty of the publishers to do their duty in the matter. It lies entirely with them to make such a rule and see that it is carried out; the American publishers seem to have done so, and reports say that it works satisfactorily and helps the legitimate retailer to fight the big monopolists successfully."

C. W. Papst, Seaforth.

"I see no reason why our Canadian publishers could not adopt and carry out successfully the system adopted by the United States publishers to the mutual benefit of themselves and the retail dealer.

"The prices at which new books have to be sold to compete with Toronto cut prices does not leave margin enough for the retail dealer throughout the country to bother with them, as the new books cost on an average, 55 cents delivered. For myself I am paying very little attention to new books, as I find it much easier to sell four or five of the ten-cent magazines on which I make as much profit and have no risk of dead stock (as they are all returnable), and I am giving more attention to other lines of my business on which there is a decent margin of profit. I know of a number of the trade who are not handling the new books, except on special order, who would do so if the publishers would protect them."

Canada Drug and Book Co., Regina.

"We sell a great many books here but get regular prices. However, one cannot tell how long it will last. We are strongly in favor of publishers not letting the cut raters get their goods, and they could not if they paid their cash down."

Geo. Carter & Co., Charlottetown, P.E.I.

"In reference to the book trad?, we may say that as far as booksellers in this Province are concerned the department store does not affect them very much. The demand for books is small in Prince Edward Island, and we are many hundred miles from the nearest department store, which is in Montreal. However, we are of the opinion that some action should be taken, and that promptly, to remedy this evil of big department stores cutting prices of certain lines of goods below cost to the utter ruin of the small retail houses, and the demoralization or hindrance of legitimate business, and at the same time, making good profits from other lines. We should, indeed, be glad to see some scheme brought forward that would be workable, and the one involving net prices with no cutting is, we think, a good one. The book trade is in a bad way anyhow, at the present, and as for ourselves we are pushing other lines of goods from which we can see some fruits for our labors."

VIEWS OF CANADIAN PUBLISHERS.

In getting the opinions of some Canadian publishers, "The Bookseller and Stationer" has found that certain initial difficulties seem to exist, although they are not referred to in set terms. The chief point is, who will start the ball rolling? Apparently in the United States the question was forced upon the publishers by the booksellers. Unless the retail trade in Canada get together and propound a plan acceptable to them, the publishers may hesitate to frame some scheme of their own and impose it on the trade. The following interview will be read with interest:

W. Copp, of the Copp, Clark Co., Limited.

"If it is possible to agree upon a workable plan for net-priced books in Canada at the instance of the whole book trade, and if it is agreed upon as being to the interest of the trade, we would be heartily in its favor, for our policy has always been to consider the interests of the retail book trade. At the same time, could it be worked? The United States publishers have expressly excluded fiction, showing that they consider the scheme impracticable at present if fiction were included. The question, therefore, is how would our booksellers benefit if the proposed arrangement did not cover works of fiction, which comprise so large a portion of their sales? Thus again, if A orders books from a publisher and shares his supply with B, who cuts prices, how can the publishers interfere? But, if these difficulties can be got over and all the persons concerned agree to go in for it, we would certainly not be the ones to stand out."

W. P. Gundy, of W. J. Gage & Co., Limited.

"I would favor such an arrangement. No publisher likes to see cutting, since it is injurious to the retail trade; this is not mere sentiment, but sound business, as our interests are so closely allied that nothing affecting the interests of the retailer escapes the wholesale merchant.

"In order to succeed, it would be essential to secure the hearty cooperation of all concerned, that is to say, not only the regular retail bookseller, and the publisher, but all those stores where books are sold. Whether the departmental stores would enter into such an arrangement or not, I do not know. If their cooperation can be secured, then I see no reason why an arrangement should not be successfully carried out. If this cooperation cannot be secured, then I fear the thing is hopeless. The publisher cannot follow his books, and it would be practically impossible to prevent these who might stay out from securing supplies, even if the publishers were to stand loyally together. However, if the New York departmental stores have entered into such an arrangement, and are adhering to it, it is quite possible our departmental stores here may be willing to follow that good example.

"This is primarily a question to be dealt with at the outset by the retail book trade. If they can say that all, or nearly all the retail booksellers in the country are ready for a net price system, with cutting prohibited, then I do not imagine they will meet with opposition from the publishers who, in my experience, have been ever ready to check, to the extent of their ability, useless cutting where it has developed."

G. N. Morang, of George N. Morang & Co.

"Perhaps it would be better to wait until the arrangement in the United States has been fairly tested. In any event it would benefit the retail booksellers and what would benefit them would also benefit the publishers. If the publishers would agree to some such plan and stick to it, the arrangement could be worked. I do not think any plan which does not include fiction is of much value, and to that extent I think the United States arrangement is faulty. It originated with the publishers there who found the trade quite willing, as they doubtless would be here."

S. B. Gundy, of Wm. Briggs.

"I am in favor of introducing the net price system into the Canadian trade, but not along the lines that the American publishers had laid down. They omit fiction from the net list, which, in my opinion, makes the whole thing a farce. For fiction is about all the big department stores handle, and it is principally against them, I take it, that this movement is directed. Scientific works, books of travel, etc., are put on a net price basis; but there is no pressing need of it on such books, for it is not often that cuts are made on them. They are the lines I would be in favor of omitting from the list, instead of fiction. I believe that such a movement would be successful here, and will support it if it is started. Now, I think the publishers' prices on books ought to be raised. You take a book like this that we have sold to the trade for 80 cents. They sell it for a dollar. Now, on this other book, we advertised it as a $1.25 book and sold it to the trade for $1.05. They make the same profit, but we make the 20 cents that used to go to the public. The publisher takes the risk of bringing the book out, and why should he not have the profit instead of the buyer, who takes only one copy? If the books were put up at a higher figure, perhaps there might be less desire to cut on them, as

Dolls
Toys
Rock Horses
Games
Magic Lanterns
Soldier Suits
Wood Furniture
Toy Watches
Toilet Cases
In Leather and Celluloid

ALL OUR NEW
CHRISTMAS GOODS
now in warehouse. The range of samples is very complete and attractive, and, best of all, no Fancy Prices. If you call and see us you are sure to purchase. All our business done by mail order and personal visits.

Albums
Writing Desks
Photo Frames
Fancy China
5-o'clock Setts
Cups and Saucers
Tea Setts
Water Setts In Glass
Wine Setts In Glass
Liquor Setts

F. & E. W. KELK, 76 YORK ST., TORONTO

they could not be offered to the public at such a tempting price."

A. F. Rutter, of Warwick Bros. & Rutter.

"When you ask me if I am in favor of the net-price system, my first inclination is to say at once that I am. There might probably be cases where it would not answer, but just at the moment I do not think of them. In this matter of cutting prices, our firm has had quite an experience in connection with the annuals. After three or four years' experience we have, at last, established a net price and this year we find that all the department stores are willing to abide by it. This means that there will be no cutting in the annuals for this season. Every dealer has signed the agreement not to sell below a certain figure. Naturally, the result of our experience inclines me to favor a system of quantity price. The advantage to the dealer in this is that he is able to sell at the same figure as others. The advantage to the publisher is that he saves breaking packages, and can sell in larger quantities. This is a principle which a retailer applies, for he would not be disposed to sell a quarter gross of any article at as low a figure as he would a whole gross. In the case of the annuals, a point like Oakville is considered equal to taking 25 copies, while Toronto is put down for 1,000 copies. The retail price is the same in each. We find that this system has worked out all right, and it is based on a principle to which I entirely adhere, namely, that local trade shall be reserved to the local dealer, and he is placed on the same plane as regards retail price as the big city dealer—provided always, that he carries a full stock suited to his locality. I don't see why this system would not do in all cases. In the matter of net prices, a certain fixed rate all over Canada is a pretty difficult thing to enforce, because a 50c. book costs less to the Hamilton dealer than to a Vancouver dealer, and it is just a question if you can limit the price of the man in Hamilton under such circumstances."

George J. McLeod, of McLeod & Allan.

"My own idea is that we should let well enough alone in this matter of net-price books, which might not be at all suitable to conditions in Canada. But if it were thought advisable to have a meeting of publishers to discuss the matter, I would be quite willing to attend. As matters stand now the Canadian department stores do not touch the more expensive new books, and these are left entirely to the booksellers. Of course, in fiction the department stores do compete. I have reason to think that some, at least, of the United States publishers are not any too well pleased with the working of the new plan, but as they have gone into it they will keep faith with their colleagues. Before extending it to Canada, therefore, we ought to be very sure that it is satisfactory in the United States."

MR. CLARK AND THE WATERMAN.

E. B. Clark, representing the L. E. Waterman & Co., of New York, has been visiting his Canadian customers on his quarterly trip. Twice a year he goes as far west as Winnipeg. At present he is doing the Maritime Provinces thoroughly, and will shortly leave for his first trip to Newfoundland. I had an interesting trade talk with Mr. Clark. "I like the Canadian trade," he said, "because they are loyal. They have tested Waterman's pen and stick to it. We have the best pen, though we don't claim to have the best price. But the trade know that paying duty on a cheap article is wrong, and that dear and good in fountain pens is the best policy. Several features of our trade prove attractive in Canada. We keep stock here, and we take up the pens and return a new article, while, besides, there is no cutting. This is a strong card, but, of course, the merits of the pen are its leading feature." Mr. Clark referred also to the Waterman course of lessons to clerks, which readers will find outlined elsewhere in this issue.

What a Great Book and Stationery Establishment is Like.

Improvements in the Manufacturing Branches and Warehouses of W. J. Gage & Co., Limited.

EXTENSIVE alterations have been going on in the great establishment of W. J. Gage & Co., Limited, Toronto, publishers, wholesale booksellers and manufacturing stationers, and so complete a rearrangement and enlargement of the interior has taken place as to be well worth a visit from all those interested in the growth of the trade.

Messrs Gage now occupy Nos. 54, 56 and 58 Front street west and Nos. 1, 3 and 5 Piper street. Their establishment has a frontage on Front street of 78 feet, with a depth through to Piper street of 191 feet. These dimensions include a large addition erected on Piper street this season, and the object of these extensive changes has not only been to obtain increased space for an expanding business, but also to systematize the various operations so as to save time, space and labor. In fact, a marked feature of the rearrangements is that every time goods are moved they are advanced a stage nearer to completion. This is, of course, particularly valuable in the manufacturing departments.



As the visitor enters at the main doorway (54 Front street), the business office, salesroom and private telephone exchange are the first portions observed. There are nine telephones in the establishment, which serve as means of intercommunication between all the offices and all the departments, and they are also connected by three direct lines with the city central office, so that it is possible for any of the heads of departments, or any of the officers, to communicate not only with any department in the house, but also with any part of the city or country direct from the desks at which they transact their business, by calling up their own central exchange. In the rear of the salesroom is the checking-room, where goods received are checked off, and also where travellers' samples are inspected and prepared.

The Gage Building, as most members of the trade are aware from personal visits, is chiefly a combination of two immense warehouses with archways or connecting doors between them, so that after you leave the salesroom you go through a large archway which leads into the building now occupied by the firm as their warehouse, where the stock of paper is kept and also where the immense stock of manufactured stationery of every kind is carried. Here, at the very front, on the first floor is the private office of Mr. W. J. Gage, president of the company, and the directors' board room. Ascending a spiral stairway to the second floor are the offices of Mr. Geo. Spence, vice-president, and Mr. W. P. Gundy, general manager and treasurer. Just here may be mentioned that the officers and directors of the company are :

W. J. Gage, president.
Geo. Spence, vice-president.
W. P. Gundy, general manager and treasurer.
F. Wright, secretary.
F. H. Gage, manager of printers' supplies dept.

These various officers are noted for their courtesy, promptness, and ability in all that pertains to the management of a big concern, and no one can visit the establishment without feeling that it is well regulated and admirably managed throughout. This is particularly observable at the present time when the aim of the recent changes has been to systematize the work. For example, in rearranging the plant in the manufacturing department special attention has been given to saving of labor and reducing the cost of production, not only by the use of up-to-date machinery of every description, but also by planning that stock has not to be needlessly moved about. Managed in this way the raw material, from its entry to the manufacturing department until it goes out a finished article, is a stage nearer completion every time it is moved.

After inspecting the private offices of Messrs. Spence and Gundy, which are handsome rooms fitted up with every comfort to aid in the work of such busy men, the visitor observes that the central and rear portion of this building is occupied by the stock of school books and other publications, and is also devoted to the carrying of a large line of printers' supplies of all kinds. The same floor of the connecting building is occupied by the school book branch of the business. Here all the publications of the firm are bound. The machinery used in this, as in all the other departments, is the most modern and up-to-date kind procurable. The bindery is by far the largest of any in the country, if you combine the blank book manufacturing department and the bindery in which the firm bind their publications.

Ascend to the third floor and you find that the whole space, in both buildings, is taken up with the making of envelopes, papeteries, paper boxes and writing tablets, and the storing of materials and stocks. Here is once more exhibited the distinct labor-saving value of the recent changes. On one side is kept the stock of envelope paper and envelopes, it being on a level with the envelope factory. The flat papers are wheeled into the factory and wheeled back again after being made into envelopes, and placed in stock. The stock of envelopes at present on hand is about 15,000,000. The plant in the envelope factory is believed to be the largest in the country. It is equipped with 21 machines. Facilities for putting up boxed goods and papeteries are unexcelled. As they manufacture not only their own envelopes, but their own boxes, they are in a position to produce goods at absolutely first cost in every detail.

The fourth floor is devoted to the making of blank books, memorandum books, school blanks of every description, and paper ruling. Here again the system comes into play, for on the same floor of the adjoining and connecting building is carried the stock of paper used for these manufacturing purposes. The arrangement is that the stock on this floor is taken from it into the ruling-room, which is on about the same level in the adjoining building, and from there passes along through the different stages and emerges a finished article of some description. The ruling department is equipped with six modern machines, three of them being automatic self-feeders. One of the machines in use here is one of the largest on the continent and will automatically feed itself and rule a sheet 40 in. square on both sides at one operation.

In the basements of the whole premises is carried an immense stock of heavy papers and papers of every description. The quantity of flat paper of every kind carried in stock amounting, at times, to as much as 1,500 tons, independent of the stock of manufactured goods.

The arrangements for receiving and shipping goods are such that no goods are received into the shipping room and no goods are sent out from the receiving room. All goods enter by a separate entrance on Piper street, where the railway lorries unload them on a slide-way which runs along into the receiving room where they are assorted and distributed to the different departments. Over a carload of paper is taken into the receiving room daily and a similar quantity is sent out from the shipping department each day.

The volume of business of W. J. Gage & Co., Limited, has been constantly increasing year by year, and the amount done during July and August of this year exceeded the amount done in six months ten years ago. No Canadian can go through this immense and well-ordered establishment without feeling gratified that the Dominion contains so signal an example of what executive ability and business push can accomplish in this country.

ENGLISH CARD CALENDARS.

New English card calendars include thick, grained, cards, and a number are provided with wall pockets. The great feature about them, however, is the collotype and photochrome pictures with which they are embellished. One in imitation pig skin, has a view in photochrome of Ramsey Harbor; another has a wall pocket with an excellent collotype of Shamrock II.; yet another has in chromo, admirably printed portraits of Lord Roberts, Baden-Powell, and another view of Ramsey Harbor. A very large variety of English, Scotch and Welsh views are also included, in addition to Swiss and other Continental places of artistic interest. A very good idea consists of a business calendar fitted with a metal indicator which obviates the old-fashioned idea of crossing the dates day by day in ink.

Cuthbert Lennox, a close personal friend of the late Henry Drummond has written a biographical sketch of that famous man in which many points of interest and information may be found that have not been included in any other book or writing on the subject. The author particularly deals with Professor Drummond's work in connection with Edinburgh University and its students, of whom Mr. Lennox was one. Two or three photographs of Professor Drummond are included, one wherein he is shown in company with Lord and Lady Aberdeen and Mr. and Mrs. Gladstone at the home of the former. William Briggs, Toronto, is the publisher. The book is bound in cloth, stamped in gold, and is well printed in large, clear type.

ALEX. PIRIE & SONS
LIMITED

PAPERMAKERS

MILLS
ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of the world. A special feature is the manufacture of

MOURNING STATIONERY AND PAPETERIES

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

Andrew Whyte & Son, Limited

Wholesale, Export and Manufacturing Stationers

Bothwell Works: Edinburgh, Scotland.
Also at Glasgow, and London.

Flat Papers of all grades in Canadian sizes.

Printers' and Bookbinders' Material.

Note Papers, Envelopes, Papeteries, Blank Books.

—Sole Canadian Agents for—
"Annandale Polton" Papers:

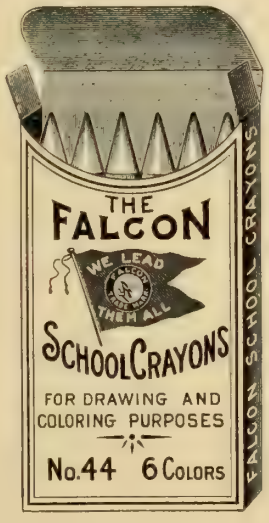
POLTON AIR-DRIED VELLUM — In Note and Commercial Sizes.

POLTON PATENT LEDGER PAPER — Supersedes Hand-Made and is 25 per cent. cheaper.

"The Library Note"—Our new high-grade Parchment Note Paper, with Envelopes to match.

Samples and Prices on Application

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave,
Lynn, Mass., U.S.A.

Topics for the Wall Paper Dealer

A STRIKING DISPLAY.

THE handsome advertisement of The Watson, Foster Co. in this issue calls for notice, both by wall paper dealers and those interested in good advertising. In the first place, the general appearance of this artistic display would challenge anyone's attention. A firm that asks the trade to buy from them by means of such finely engraved blocks with two-color printings must do good work in their line of manufacture. Advertising, in these days, has been carried to a high degree of merit by enterprising people. They want it to be characteristic of their own work in their own establishment, and we have never known an instance where it was abandoned after being tried. The first criticism that one would pass upon The Watson, Foster Co.'s announcement, therefore, is that it is a promise of fine wall papers. The announcement then effects its purpose even if nothing more were added.

But there is something more. The writer of the advertisement has had some white space to fill in, and it remains to be seen how he has employed it. Into three sentences he has, it seems to us, managed to compress all that any advertisement can be made to contain: (1) That it pays the dealer to handle the goods; (2) particulars of goods; (3) an invitation to buy. It is quite an art to do this in three sentences, while, in addition, the writer has been able, by an ingenious use of color printing, to accentuate eight words in the whole article so as to express the following sentiment: "What is it that makes money in 1902?" This strikes us as a clever device, one to catch the eye, one to impress the seller of wall paper in the place of most interest to his business—where he can make money. Tell any man that, and you have his ear. Of course, if The Watson, Foster Co. made poor wall paper, the finest advertisements in the world would not bring or hold trade for them. The goods must be behind the advertisement. There is no other way. Good advertising and poor goods might bring in first orders. But the business would end there.

These remarks are not made by the company or any of its officers or at their orders. It is a voluntary opinion in reply to a query. If any dealer has a different opinion he is welcome to air it.

NEW WALL PAPERS.

A very attractive pattern in the Staunton's (Limited) new line is the "Harrington," a festoon design with a stripe underprint. The combination is treated in the English style of decoration, the whole being colored in quiet, subdued tones, and the frieze is a strong floral on blended grounds in harmonious colorings. While the colorings in the combination throughout are all in good harmony, the contrast in design between the wall and the frieze makes a very effective combination, and is a very acceptable change from the prevalent style of the entire combination, being drawn on a repetition of the same ornamentation or motive. Among others, some specially attractive colorings are in the silk effects, viz.: Empire Green, Deep Rose, Warm Yellow. The pattern is particularly suitable for drawing-rooms, parlors and halls, according to the depth and strength of the colorings.

The company report very satisfactory business being done and liberal orders continue to be placed.

WALL PAPER FOR THE DUKE.

Colin McArthur & Co., Montreal, have prepared several special lines of wall paper for use during the Royal visit, and the past few weeks have seen them busy distributing samples among their customers. In fact, the primary object of the move was to provide the Canadian wall paper trade with a novel decoration for their stores during the Royal visit; the secondary, to have some suitable wall paper for banquet rooms and other function halls.

The design is called "Our Tribute to Royalty," which appears in bold letters on each section of the paper. The main design is made up of flags, British coat of arms and the crests of the different colonies. The maple leaf appears quite prominently.

There are four colors of background, white, green, blue, and red, and each effect is very striking. Colin McArthur & Co. are to be complimented, not only upon the brilliancy of the execution, but also upon the enterprise displayed in devising such a decoration.

WRONG IDEAS OF DECORATION.

There is a noticeable lack of taste shown in the interior decorations of most of our homes. It is the exception where the decoration scheme is harmonious throughout, and not only does it show refinement and art, but the colors and tones have been chosen with a view to give a brighter, pleasanter appearance to the rooms.

Often we may see a mixture of many colors in one room, out of harmony, taste and everything else. Dark browns, greens and such heavy and gloomy colors are the rule in the great majority of houses, and the effect they produce on the temperament of the inmates is, according to eminent physicians, not a bright one. Pinks, blues, oranges, and other bright colors are much more to be desired, and where they are used, often being so faint as to merely suggest a certain color and give its effect, there is a cheerfulness and appropriate setting given to the room that is otherwise lost.

People are recognizing these facts, and as a result there is a tendency to use particular shades and tones, and have done with the depressing colors heretofore in vogue.

It is a wonder that yellow is not used more. It is like direct sunlight. Visitors to Versailles recall the apartments of Marie Antoinette. They seem gay, even in showery weather. The color scheme is yellow. It is in the walls and in the furniture and on the floor. While the Queen occupied those cheerful rooms it could hardly seem reasonable to her that people could be hungry or bad or disagreeable. Apartments hung and painted in bright yellow might become too stimulating to one's spirits and might cause a reaction, but in the past we have suffered from lack of this warmth and life in our surroundings.

We may hazard a guess that in future the owner of a fine house will have rooms for his various moods; an oaken room for study and reflection; a black room for penance and lamentation; a soberly cheerful room for dining; a hall with pink and other healthful, ruddy tones in its rugs, upholstery and mural paintings to express hospitality and cheer; a sitting-room in yellow, where those who stay most constantly at home can be kept in spirits; bed chambers of delicate green or airy blue, shading into white toward the top and suggesting country quiet and fresh air; kitchens and pantries of pale gray or pale buff, exhibiting spots and stains so easily that those who work among them will be shamed into cleanliness and order; and a den hung and floored with Oriental carpets, low in color but expressive of richness as are no other fabrics.

A COMPLAINT ACROSS THE LINE.

In the United States, the complaint is made that the great number of patterns placed on the market each year is not for

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

WHAT IS IT THAT MAKES

WATSON-FOSTER WALL PAPERS PRE-EMINENTLY IN FAVOR WITH ALL DEALERS? SIMPLY BECAUSE EXPERIENCE PROVES THAT, BEING EFFECTIVELY COLORED AND SHOWN IN PATTERN RANGE EXCEEDING ALL OTHERS, THEY HAVE MADE . . . . . .

MONEY

FOR, AND LARGELY DEVELOPED THE BUSINESS OF EVERY DEALER WHO HAS FREELY STOCKED THEM.

GIVE US THE OPPORTUNITY
TO EXPAND YOUR TRADE

IN 1902

the good of the trade, and it may, to some extent, account for the mixture of colors and designs in many homes. A great many different samples must be carried around by the traveller, and a dealer is often at a loss what to take and what to leave. He ends by taking as great a variety as he thinks he will be able to handle. These are all small orders, and his customers, in their turn, order many different patterns.

Many of the latest patterns are not much more than reproductions of others. One maker takes another's designs, alters them slightly—sometimes no alteration is made—and sells them to the jobbers. As a result, there are in every factory line many patterns of about equal merit, similar in design and priced the same.

There can be no doubt that just as many goods would be sold if each factory produced a small number of good patterns, aiming at distinctiveness and individuality, rather than multiplicity, while the standard of quality would be raised and a large saving made in the expense entailed by the present policy. However, the managers seem committed to it, and for the coming season there are probably as many patterns being sampled as in any previous year. The designers and block-cutters, of course, approve of this system, for they profit by it.

Clerks, Attention!

An Attractive Offer from L. E. Waterman, of Fountain Pen Fame.

AN attractive and unique proposal for assistants in stationery stores is made by L. E. Waterman Co., 173 Broadway, New York, the famous manufacturers of fountain pens. Nothing less than a free course of lectures on selling pens, with prizes awarded to the successful competitors.

In a circular which the Waterman Co. have prepared, the idea is so well explained and outlined that we cannot do better than quote from it :

"We have a proposition to make to you. You want to get on in the world—that means getting on in your employer's esteem, making yourself more valuable to him. Here is a way to do it. Make the fountain pen business your chief study for a while. Learn all there is to know about Waterman's 'Ideal' fountain pen (the only thoroughly-satisfactory pen), how they're made, what principle they work on, how they should be treated by the one who wants to get the most pen satisfaction.

"Learn how to talk them to a customer, how to advertise them in the store, how to show them in cases and windows to the best advantage, how to push them in various ways, how to treat complaints of people who have been heedless in handling the pen in use and while at rest. Learn these things, work them out in the store, and there's a better position and better chances for you in every way. Become the pen clerk of your store, get the appointment as such from your employer, and you have laid the foundation of your fortune.

"How to do all this? Take our free correspondence course of 20 lessons on the practical handling of fountain pens in a stationery store. We will send it to you, five lessons at a time. Study each lesson thoroughly, and we will send you a list of questions which will test your knowledge of the subject and give you suggestions which will be of great value to you. All this will cost you nothing but a thorough and loyal interest in Waterman's fountain pen, and will undoubtedly open up a very profitable department for your employer, and so greatly increase the value of your services."

In one Canadian city alone 35 people have already entered their names for the course. Readers of BOOKSELLER AND STATIONER who wish to know more about it should drop a post card to L. E. Waterman Co., 173 Broadway, New York, and get particulars. The whole thing is conducted by correspondence, the lessons are printed, and very readable they are.

WALL PAPERS

The Staunton 1902 Line has been prepared expressly for the Canadian trade—Your wall paper requirements have been especially provided for—No other line will so fully meet the demands of your customers—or yield you as great profits—See the Staunton Line—our salesmen are on the road.

STAUNTONS LIMITED Toronto
Formerly M. Staunton & Co.

Returned to Stauntons Limited March 9/02

Canadian Trade Chat.

THE special railway fares for the Exhibition bring many buyers to Toronto the first week in September. This year a number, after doing business, took in the Pan-American at Buffalo. Among the members of the trade noticed in town by THE BOOKSELLER AND STATIONER were: W. M. Parish, Palmerston; F. C. Hord, Mitchell; W. Cooper, of Cooper & Co., Clinton; P. C. Trebilcock, Bowmanville; R. G. Zahlarin, of Zahlarin & Knight, Temiscaming; L. J. Austin, Brighton; Thos. Comport, Dundas: J. R. Gillespie, Orangeville; L. R. Burns, Southampton; E. S. Brown, Collingwood; Geo. Porter, Goderich; G. W. Sulman, Chatham; Alex. Wilson, Seaforth; S. E. Mitchell, Pembroke; R. M. Pitts, Cornwall; J. T. Skales, Mount Forest; T. F. Rixon, Meaford; W. J. Kenny, Chatham; E. A. Coughell, Aylmer; J. H. Jackson, Georgetown; T. Thorburn, Brampton; R. E. Moore, Lion's Head; D. McGillivray, Uxbridge; F. E. Dalton and W. H. Buckley, Niagara Falls, S.

David Yule has registered as The Radford Paper Co., Montreal.

Thomas Comport, druggist and stationer, Dundas, Ont., has sold out.

John Anderson & Co., stationers, etc., London, Ont., have been succeeded by Jas. I. Anderson & Co.

The style of J. Eastwood & Co., book and stationery dealers, Hamilton, has been changed to A. C. Turnbull.

H. N. MacNeil, Dauphin, Man., dealer in furniture and stationery, has sold the stationery stock to George H. Cameron.

D. J. Symes, Sarnia, Ont., has sold out his book and stationery business to Thos. H. Manley, who has taken possession and will in future conduct it.

J. T. Large, of W. J. Gage & Co.'s staff, has accepted a position with Geo. B. Hurd &. Co. of New York, stationery manufacturers, to travel for that firm in the New England States.

Mr. Fairfield, of Fairfield & Co., St. Catharines, one of the experienced members of the trade in Ontario was in town the other day, and in conversation expressed himself strongly on the question of cutting prices. He said that where one's competitors did this, it was usually necessary for a dealer to meet the cut. But experience showed that the cutting never did any good. He recollected one case where prices were cut on scribblers but that did not move out the stock any faster, while the profit on the goods was lost. Mr. Fairfield reports trade in his town as satisfactory.

Wilfrid J. Wilson, law stationer and bookseller, Montreal, has assigned, with liabilities about $9,500. His principal creditors are E. A. Bercereaux, $1,850, and Compagnie d'Imprimerie Moderne, $564.

Walter Meal, representing Messrs. Alex. Pirie & Son, Limited, Aberdeen and London, is again in Canada, and those whom he has not already called upon will have been acquainted of his arrival by the card sent out by his firm. Mr. Meal calls on the

FOR SALE.

GOOD Book and Stationery Business in Kootenay town of 1,500. No opposition. The only news stand and only wall paper stock in town. Does good business in Fancy Goods, Jewelery, etc., besides Stationery School Supplies. Possession at once, giving purchaser advantage of Xmas trade. Average turnover, $12,000 yearly. D. J. Young, Kaslo, B.C. (9)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.



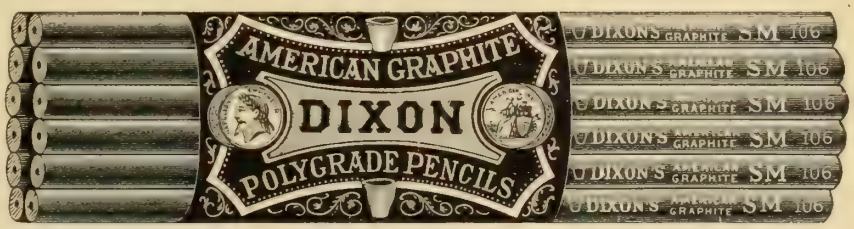


Book Labels
In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or Color Any wording or design.
EXPRESS PREPAID.
Levy & Co., Toronto
19 Leader Lane.
Label Makers

WM. BARBER & BROS.
Paper Makers,
GEORGETOWN, - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

Music Orders
attended to promptly and satisfactorily.
Headquarters for all the Standard and Popular English and American Musical Works.
Anglo Canadian Music Publishers' Assoc'n,
(ASHDOWN'S) Limited
88 Yonge St., Toronto.

Are You Satisfied
with the amount of business you are doing? Is your advertising bringing the results you would like? Then put new life, energy and business-bringing attractiveness in your space!
Advertising pays. That's why all successful business men believe in it.
I will conduct your advertising—any line of trade—and make you a successful business man too. I conduct the advertising department for a million dollar company, the largest up-to-date concern of its kind in the world.
Write for Terms.
"My Ad-Writer"
33 Clinton Street, TORONTO.
Booklets and circulars a specialty.



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.
JERSEY CITY, N.J.

Best Selling Books of the Past Month.

BASED ON REPORTS OF LEADING CANADIAN RETAIL DEALERS.

BELLEVILLE.

1. "The Crisis," by W. Churchill. Copp.
2. "Graustark," by G. B. McCutcheon. McLeod.
3. "Cinderella," by S. R. Crockett. Copp.
4. "Like Another Helen," by Horton. McLeod.
5. "Puppet Crown," by H. McGrath. McLeod.
6. "Sirius," by S. T. Fowler. Gage.

CHARLOTTETOWN.

1. "Etidorhpa," by J. U. Lloyd. Gage.
2. "Days Like These," by E. W. Townsend. Langton.
3. "Puppet Crown," by H. McGrath. McLeod.
4. "Good Red Earth," by E. Phillpotts. Briggs.
5. "Jocelyn Cheshire," by S. B. Kennedy. Gage.
6. "Your Uncle Lew," by Sherlock. News Co.

GUELPH.

1. "The Crisis," by W. Churchill. Copp.
2. "Puppet Crown," by H. McGrath. McLeod.
3. "Richard Carvel," by W. Churchill. Copp.
4. "Days Like These," by S. W. Townsend. Langton.
5. "God's Puppets," by T. Clark. Gage.
6. "Cinderella," by S. R. Crockett. Copp.

HALIFAX.

1. "Eben Holden," by I. Bacheller. Briggs.
2. "To Have and to Hold," by M. Johnstone. Morang.
3. "Cinderella," by S. R. Crockett. Copp.
4. "The Crisis," by W. Churchill. Copp.
5. "Good Red Earth," by E. Phillpotts. Briggs.
6. "Visits of Elizabeth," by E. Glyn. Morang.

HAMILTON.

1. "The Crisis," by W. Churchill. Copp.
2. "The Octopus," by F. Norris. Morang.
3. "God's Puppets," by I. Clark. Gage.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Tarry Thou Till I Come," by Croly. Briggs.
6. "Eben Holden," by I. Bacheller. Briggs.

KINGSTON.

1. "Puppet Crown," by H. McGrath. McLeod.
2. "Days Like These," by S. W. Townsend. Langton.
3. "The Crisis," by W. Churchill. Copp.
4. "Cinderella," by S. R. Crockett. Copp.
5. "Visits of Elizabeth," by E. Glyn. Morang.
6. "Like Another Helen," by G. Horton. McLeod.

LONDON.

1. "The Crisis," by W. Churchill. Copp.
2. "Richard Carvel," by W. Churchill. Copp.
3. "Helmet of Navarre," by B. Runkle. Copp.
4. "God's Puppets," by I Clark. Gage.
5. "Jenice Meredith," by P. L. Ford. Copp.

MONCTON.

1. "The Crisis," by W. Churchill. Copp.
2. "Puppet Crown," by H. McGrath. McLeod.
3. "Tarry Thou Till I Come," by Croly. Briggs.
4. "Like Another Helen," by G. Horton. McLeod.
5. "Days Like These," by E. W. Townsend. Langton.
6. "A Daughter of New France," by M. C. Crowley. Mussen.

MONTREAL.

1. "The Crisis," by W. Churchill. Copp.
2. "Cinderella," by S. R. Crockett. Copp.
3. "Tribulations of a Princess."
4. "Four-Leaved Clover," by M. Gray.
5. "Penelope's Irish Experiences," by K. D. Wiggins. Houghton.
6. "The Aristocrats."

OTTAWA.

1. "Puppet Crown," by H. McGrath. McLeod.
2. "Graustark," by G. B. McCutcheon. McLeod.
3. "Cinderella," by S. R. Crockett. Copp.
4. "Quincy Adams Sawyer," by Pidgin.
5. "The Crisis," by W. Churchill. Copp.
6. "Helmet of Navarre," by B. Runkle. Copp.

PETERBOROUGH.

1. "Ralph Marlowe," by J. B. Naylor. Briggs.
2. "Puppet Crown," by H. McGrath. McLeod.
3. "Visits of Elizabeth," by E. Glyn. Morang.
4. "Cinderella," by S. R. Crockett. Copp.
5. "Days Like These," by S. W. Townsend. Langton.
6. "The Crisis," by W. Churchill. Copp.

STRATFORD.

1. "God's Puppets," by I. Clark. Gage.
2. "The Crisis," by W. Churchill. Copp.
3. "Puppet Crown," by H. McGrath. McLeod.
4. "Heart and Soul."
5. "Kidnapped Millionaires." Gage.
6. "Sir Christopher."

ST. JOHN.

1. "The Crisis," by W. Churchill. Copp.
2. "Puppet Crown," by H. McGrath. McLeod.
3. "Graustark," by G. B. McCutcheon. McLeod.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Lords of the North," by A. C. Laut. Briggs.
6. "A Missing Hero."

TORONTO.

1. "The Crisis," by W. Churchill. Copp.
2. "Puppet Crown," by H. McGrath. McLeod.
3. "Cinderella," by S. R. Crockett. Copp.
4. "Tarry Thou Till I Come," by Croly. Briggs.
5. "Graustark," by G. B. McCutcheon. McLeod.
6. "Days Like These," by E. W. Townsend. Langton.

VANCOUVER.

1. "The Crisis," by W. Churchill. Copp.
2. "Cinderella," by S. R. Crockett. Copp.
3. "The Lone Star Rush."
4. "A Daughter of New France," by McCrowley. Musson.
5. "Quincy Adams Sawyer," by Pidgin. Langton.

CANADIAN SUMMARY.

	Points.
1. "The Crisis"	120
2. "The Puppet Crown"	81
3. "Cinderella"	60
4. "Days Like These"	36
5. "Graustark" / "God's Puppets"	28
6. "Tarry Thou till I Come"	23

ENGLAND.

1. "Penelope's Irish Experiences." 6s.
2. "Cinders." 6s.
3. "The Luck of the Vails." 6s.
4. "A Serious Wooing." 6s.
5. "Tangled Trinities." 6s.
6. "Sirius." 5s.

SCOTLAND.

1. "Doom Castle." 6s.
2. "Sister Teresa." 6s.
3. "The Grip of the Bookmaker." 6s.
4. "Penelope's Irish Experiences." 6s.
5. "The Luck of the Vails." 6s.
6. "A Serious Wooing." 6s.

UNITED STATES,

1. "The Crisis," by W. Churchill. Macmillan, $1.50.
2. "The Helmet of Navarre," by B. Runkle. Century, $1.50.
3. "The Puppet Crown," by H. McGrath. Bowen-Merrill, $1.50.
4. "Graustark," by G. B. McCutcheon. Stone, $1.50.
5. "Truth Dexter," by —. McCall. Little, Brown, $1.50.
6. "The Visits of Elizabeth," by E. Glyn. Lane, $1.50.

Canadian trade regularly now, and his coming is always awaited with interest by the stationers of the Dominion.

J. Hunter, representing The Culter Mills Paper Co., Limited, and Robert Craig & Co., Limited, of Airdrie, Scotland, is in Canada on his annual trip. The Culter Mills make a specialty of tub-sized and engine-sized writings and printings, coated papers, and duplex paper for high-class magazine art, and the finest lithographing work. The specialty of Messrs. Craig is blottings, of which they are said to be the largest makers. They also make a specialty of ingrain for cover papers, manilas, casings and tinted writings. Mr. Hunter also carries a line on this journey of the noted ledger and bond papers made by Wiggins, Teape & Co., Limited, of London. These papers are held in high repute, having a close even texture, are thoroughly sized and can be erased and written upon several times without damage to the sheet. He is visiting the chief Canadian centres, from Halifax to London, and is doing a little business in the United States, which will necessitate a call at New York and other eastern points on his way home.

Much sympathy is expressed for A. Langlois, stationer, Quebec, owing to the death of his young son Oscar, who conducted the news agency on the Quebec and Lake St. John Railway, and who was accidentally killed at St. Raymond.

Where We Get Our Stationery Goods From.

A Canadian Dealer Draws His Supplies From Many Sources.

THE markets of the world are open to the Canadian stationer, and from them he can pick and choose whatever he wants, aided by the many importers of the Dominion. Our proximity to the United States is greatly in favor of the stationery manufacturers of that country, many of whom have taken advantage of this market to the fullest extent, and push their goods ahead of those of all other countries. But the stationery imports from Great Britain and other Old World countries are considerable and are growing rapidly. There is a strong feeling in the Canadian trade for imported goods, which are frequently chosen in preference to those of home manufacture of equal merit.

Much of our paper for manufacturing into fine and fancy writing stationery is of United States origin. That market commends itself to the Canadian buyer for the reason that the goods can be shipped in any desired quantity and in quick time than for any merit they possess over British goods. And in the matter of producing novelties, it suits the Canadian trade so much better than any other that most of the orders go there.

The travellers from United States mills visit this market nearly every month, and thus keep in close touch with the jobbers, while a yearly call is all that British representatives pay.

Of course, much of our ordinary class paper, in bond, parchment and vellum, is made in Canada, and the quality is up to the standard of any imported goods of that kind. Fancy tints also are made a good deal in Canada, but most of this comes from the United States.

In papeteries, the English houses stick to staple sizes to a great extent, which leaves the market for novelties very much to the United States; and American manufacturers take full advantage of this.

The American papeteries, however, are not sold in as large quantities as British goods, and the latter would be still further in advance in the Canadian market were they put up as tastefully as are the former, for the quality of the British papeteries is finer than any other we import. They are much cheaper, too.

A few novelties in papeteries come from France. These are all in flaring colors and are not in great demand.

All our black bordered notepaper comes from Great Britain.

Any of these papers can be supplied by Canadian mills if jobbers will take enough; but when small quantities are wanted they must be obtained from the United States mills, who have always a demand for them, and can afford to keep them in stock when our own mills cannot.

In blotting and typewriting papers the United States is in the lead. The thick blotting paper, which used to come from England and Scotland, now comes from Virginia. In thin blotting paper the trade is still in favor of the Old Country. Blotting paper with one side glazed for advertising purposes is wholly an importation from the United States.

Great Britain is far ahead of other countries in the Canadian market in drawing, water color and all artists' material papers. The American mills are, however, commencing to make these and are threatening to give British goods "a run for their money."

Our best imported tissue papers come from England. The cheaper goods are from Belgium, and a few from the United States.

Our imported inks come from England and the United States, and a little from France. The English inks are the best known and have probably an advantage on the market. The preferential tariff places them on an equality, as far as price goes, with the United States goods. Most of the French inks go to Quebec. Good authorities, however, state that our own Canadian makes are as good as the best; all they lack to make them sell ahead of others here is the reputation, and this is coming. Ink powders are growing in popularity, chiefly because importers do not care to pay duty on so much water when the ink is shipped in liquid form. These come from Great Britain and the United States.

Mucilage is imported from England and the United States. The white paste is nearly all American.

Steel pens come to us from Birmingham mostly. Some large United States manufacturers sell a lot to Canada, and the pens made especially for the vertical writing taught in the schools are American.

The best sealing wax comes from England. Some is brought in from the United States, but it is of a cheap variety and not a great deal is used here.

Imported rubber bands are all from the United States. Some used to be made in Canada of a cheap quality, and for a long time those of home manufacture have had this reputation. They are now made here, however, equal to any imported goods.

The best lead pencils are, of course, from Germany. All good drawing pencils come from that country, which imports the pine wood from the United States, makes the pencils, and then is able to lay them down in United States and Canadian markets in better quality and at a lower figures than home-made goods. The United States pencil-makers go in mostly for the rubber-tipped and fancy-designed varieties. There are not many British pencils made.

The United States makes the best imported rubber erasers, but in this line Canadian manufacturers are not behind, and are putting up a keen competition with imported goods.

Fancy ink bottles, paper weights and other fancy goods of the kind come from Austria and France. Many novelties in the stationer's trade are of American make, such as fancy ash trays, match safes, etc., but, for the great bulk of the novelty trade, Austria, France and Germany lead.

Map globes are made in the United States. Blackboard brushes, slates and numeral frames are other school accessories in which American firms do nearly all the trade in Canada.

Silver and gold pencils and other stationers' jewellery are mostly from England, though the United States is rapidly coming to the front. In getting out novelties of this line in cheaper quality the Americans lead, but for really solid, high class goods Great Britain is far ahead.

What we call Chinese lanterns are made in Germany. The Japanese lanterns, however, are really from Japan. Wicker waste-paper baskets, slate pencils, artists' brushes, damping brushes and the cheaper seals and stamps are of German make.

Most of the school crayons and chalk comes from the United States. Oil crayons are being used more than chalk now, and it is likely they will soon displace it altogether.

In school bags, the canvas ones are from England and Germany. All the leather bags are our own make. Other countries have not been able to compete with Canadian makers in this line.

Inkstands, cash boxes and other stationers' hardware is divided between Great Britain and the United States.

Mathematical instruments of the best kind for school and professional use are made in France. Compasses are brought from England and the United States also,

but they are not as good as the French makes. Rulers are all American.

Files, bill stickers, stamping pads, inks and stamps and wire waste paper and desk baskets are American. Paper fasteners come from England. The porcelain sponge cups are made in Great Britain, but the glass ones are made in both that country and the United States.

Ebony and ebonite rulers are mostly from Great Britain.

Opera glasses and magnifying glasses of the best kind come from France, though some of the latter are of English make.

White composition slate pencils are French goods.

All the playing cards we import are of the best class. The duty of 6c. per pack keeps out the cheap goods. Most of the cards come from the United States. But English cards come in more lately. Until recently they all had square corners, which went against them.

Chessmen, checkers, dominoes, cribbage boards, whist markers, etc., are brought from Germany. Some American checkers and dominoes are beginning to take the place of the German goods ; but on the whole, Germany is the place where the great bulk of these goods come from.

School pencil boxes are made in Germany and France. The filled goods are often American, but the best made boxes are of German and French make.

Crepe tissue paper we get mainly from American and English makers. A few cheap lines come from France.

Germany, England, France and Italy supply us with rubber balls. The best come from England. The fancy balls come from Germany mostly.

The highest class Christmas cards are sent from England. Much of the work on them is done in Germany. France and Germany export to us stamp, photo and scrap albums. A few are made in Canada. Cotton flags are all Canadian, but the best bunting and silk flags are imported mostly from England and France.

Fancy photo frames, in brass and other metals, as well as cardboard and enamel, are mostly of German make. A few are American.

Our best visiting cards are English made.

All our celluloid goods come from New York. Zylonite, an imitation, is English.

Letter presses are from the United States mostly, and letter balances from Great Britain.

Key rings and chains, gold and silver paper and telescopes are nearly all from France.

Penholders we buy from the United States and Germany.

Most of our leather goods are manufactured in Canada. The leather is imported already tanned, and prepared to be cut up into purses, belts, valises, etc. Germany, England and the United States are the chief exporters to Canada.

Morocco, or goat skins, real Russian and sealskins, for purses, wallets, etc., come from Great Britain. Some sealskin comes from Germany. Alligator, already tanned and glazed, is wholly from the Southern States, principally Florida.

Russia leather is wholly an English product. The Americans have a pretty close imitation of it, but most of our goods are from the Old Country.

Walrus, monkey skin, sea lion, hippopotamus, etc., are generally made of seal, a different grain stamped on them being their only title to the fancy names. Snake and lizard skins wear out so quickly that very few are used, and they are expensive. They come from England and the United States.

Calf skins are brought from the United States, Germany and England. Canadian calf skins would be better liked if the color and finish were equal to those of imported goods, which they are not.

We use our own sheepskins much more than imported goods. Those that do come in are from Germany, England and the United States. The rough sheepskin used for blank books is nearly all our own. Lining skivers are excellently made in Canada, but imported goods get ahead of them because our makers do not carry a stock of fancy shades which our foreign makers do. Cow-hides are nearly altogether Canadian.

The metal fittings and frames for stationers' leather goods are all imported from England, France and Germany.

C. G. H.

The marriage of Chas. E. Manning, of the staff of A. H. Stratton & Co., Peterborough, to Miss Lillian Lee, took place at the residence of the bride's father, August 27. The ceremony was performed by Rev. W. L. Armitage, of All Saints' Church. The bride was attired in white organdie, and was attended by her sister, Miss Ida. The groom was supported by Mr. George Dawson. After the ceremony the wedding party sat down to a sumptuous wedding breakfast, and later left for their honeymoon trip to Toronto, Buffalo and other places. The wedding presents were handsome and included a beautiful hall rack from the employes of Messrs. A. H. Stratton & Co. and The Examiner office, and a $20 gold piece from Mr. A. H. Stratton.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers, which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL .....232 McGill Street
Telephone 1255
TORONTO.... .....10 Front Street East
Telephone 2148
LONDON, ENG..... .... 109 Fleet Street, E.C.
W. H. Miln
MANCHESTER, ENG.... ..... 18 St. Ann Street
H. S. Ashburner
WINNIPEG .....Western Canada Block
J. J. Roberts
ST. JOHN, N.B ..... No. 3 Market Wharf
J. Hunter White
NEW YORK.....176 E. 88th Street

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address { Adscript, London. / Adscript, Canada.

INDEX TO ADVERTISEMENTS.

	Page.
Anglo Canadian Music Pub. Assn	49
Auer Light Co	5
Auld Mucilage Co	19
Barber & Bros., Wm	49
Barber & Ellis Co., Limited	29
Blackie & Sons	3
Briggs, William	3, 18
Brown Bros., Limited	25
Buntin, Gillies & Co.....Outside back cover	
Burge, Warren & Ridgley	37
Canadian-American Music Co.	19
Canada Paper Co.	19
Canada Publishing Co.	13
Castell Bros., Limited.....Outside back cover	
Clay & Sons, C. J.	13
Confederation Life Association	5
Cooper, Dennison & Walkden..Inside front cover	
Copp, Clark Co., Limited, The	3, 6, 15
Curry, George	25
Desbarats Advertising Agency	49
Dixon Crucible Co., Jos	49
Fancy Goods Co. of Canada	35
Gage & Co., Limited, W. J.	5, 11 23, 33
Gillott, Joseph	29
Goodyear Tire & Rubber Co	41
Gowans, Kent & Co	37
Hyde & Co	7
Kelk, F. & E. W	43
Laird & Lee	17
Langsdorf & Co., S.	37
Levy & Co	49
Long, John	18
Long, R. J.	49
Lyman, Henry L	1
McPherson, W	13
Merriam, G. & C	29
Morang & Co., Geo. N.	11
Morton, Phillips & Co.	25
Nerlich & Co	39
Oliphant, Anderson & Ferrier	4
Partridge & Co., S. W	13
Payson's Indelible Ink	29
Photo Jewelry Mfg. Co.	19
Pirie & Sons, Limited, Alex.	45
Revell, Fleming H.	21
Roberts' Advertising Agency	49
Standard Crayon Co	45
Standard Silver Plate Co. ..... Outside back cover	
Stauntons, Limited	48
Turkish Steel Pen Co	25
Warwick Bros. & Rutter	Inside front cover, 1, 25, 27
Waterman Co., L. E	31
Watson, Foster Co., Limited, The	47
Wells, E. H	19
Western Assurance Co	29
Whyte & Sons, Andrew	45

FACTORY FOUNDED A.D. 1735

WALKDEN'S

FACTORY REBUILT 1892

WRITING INKS



SCIENTIFICALLY MANUFACTURED IN THE OLDEST ESTABLISHED INK FACTORY IN THE WORLD.

BLUE BLACK, COPYING, SCARLET,
EXTRA BLACK, JAPAN, FANCY COLORS

IN STONE OR GLASS BOTTLES.

"MELANYL" MARKING INK

WARRANTED INDELIBLE AND HARMLESS ON ANY FABRIC.
REQUIRES NO HEATING.

SEALING WAX

IN ALL QUALITIES OF LETTER, PARCEL, BOTTLING AND DRUGGISTS' WAX.

"VICTORIA" "ROYAL CROWN" "BANK OF ENGLAND"
The three finest qualities of Letter Wax made.

FANCY COLORED WAX A SPECIALTY. SIXTY EXQUISITE AND DELICATE SHADES.
Put up in various sizes of sticks.

PARCHMENTS AND VELLUMS

OF EVERY DESCRIPTION FOR WRITING AND BINDING.
CONTRACTORS TO H.M. GOVERNMENT.

QUILL PENS, NIBS AND TOOTH PICKS.

ILLUSTRATED CATALOGUE, SAMPLES AND TERMS ON APPLICATION.

WALKDEN'S INKS CAN BE OBTAINED OF
THE COPP, CLARK CO., TORONTO.

MANUFACTURERS:

COOPER, DENNISON & WALKDEN, LIMITED
St. Bride Street, E.C., and Verney Road, S.E., LONDON.

We have sold over twice the quantity

Of

Dimity Stationery

that we thought we could dispose of.

We have another large lot coming through and will be able to fill all orders promptly.

Buntin, Gillies & Co., - Hamilton.

MONTREAL OFFICE:
No. 21 Mechanics' Building,
St. James Street.

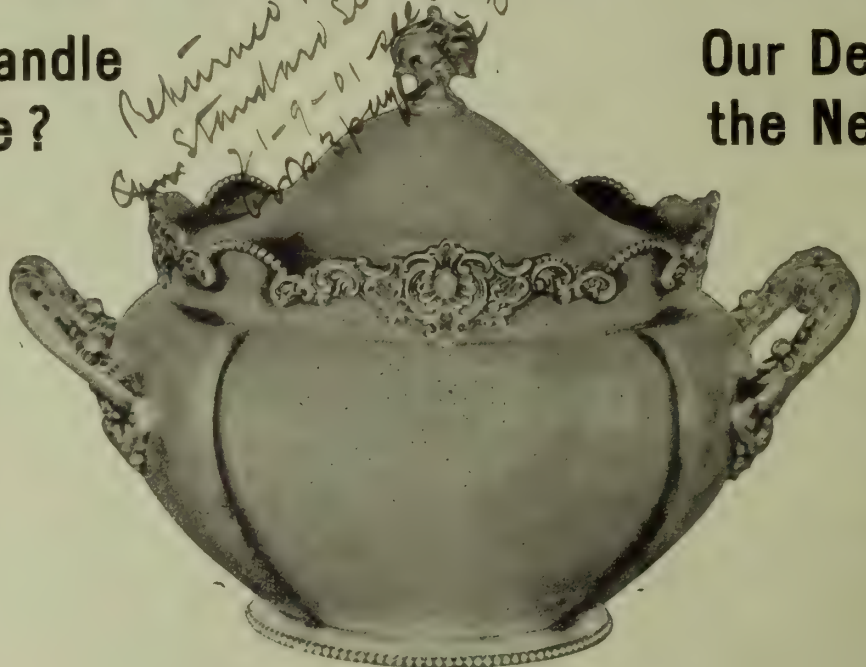
SILVERWARE THAT SELLS.

Do You Handle Silverware?

If so, you want "Quick Sellers."

....

The goods we make are universally acknowledged to be that kind.



Our Designs are the Newest.

....

Our prices are right, and our quality is the best that can be made.

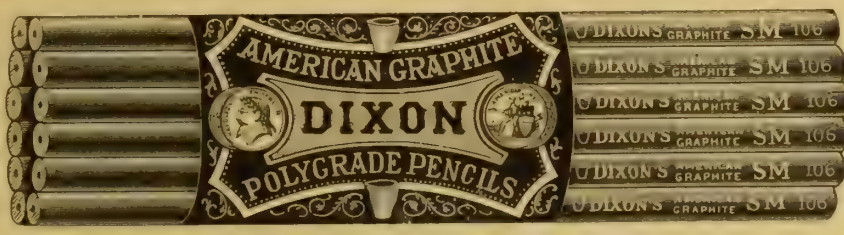
....

IF INTERESTED, SEND FOR OUR CATALOGUE.

Standard Silver Co., Limited, 31-43 Hayter St., **Toronto, Can.**

BOOKSELLER AND STATIONER

OCTOBER



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

BOOKS, STATIONERY, FANCY GOODS ETC.

THE McLEAN PUBLISHING CO
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A.H. HOWARD - DESIGNER

"THE ACME OF PERFECTION."

Writing Tablets

Tablets padded by the celebrated Johnson Process are the highest standard of excellence that can be produced in this form of Stationery. They cost no more than inferior goods.

A FEW LEADING LINES MADE UNDER THIS PATENT ARE:

Vulcan Bond—Superfine Linen bond stock, in four sizes.

Kenmore Linen—Fine linen paper, universally appreciated.

Silver Flax—Linen laid stock, a favorite line.

Antique Linen Bank—A novelty in thin paper, specially made.

Foreign Linen—Fine Linear stock, for foreign correspondence.

The Society—White wove paper, in four sizes.

The Liberty—An attractive design, with laid stock.

The Strathcona—A leading number, at popular prices.

The Standard—Expressly manufactured for jobbing trade.

The Regal—Exceptional value as a low-price article.

These are a few, there are many others. We would gladly send you a set of samples. Special designs submitted if desired.

MADE AND SOLD ONLY BY THE PATENTEES

Warwick Bro's & Rutter

Manufacturing Stationers TORONTO

READY SHORTLY

JOHN URI LLOYD'S GREAT STORY

Warwick of the Knobs.

Paper, 75c.—Illustrated—Cloth, $1.25.

A vivid picture of a time full of dramatic incidents.

A graphic description of that which history ignores.

Over 50,000 copies of Mr. Lloyd's former book, "Stringtown-on-the-Pike," have been sold.

W. J. GAGE & CO., Limited, Toronto

To Canadian Booksellers.

Before making up your final orders for English publishers, be sure to secure S. W. PARTRIDGE & CO'S catalogues and lists of new books for the coming season. S. W. PARTRIDGE & CO. can offer specially low rates for really high-class productions.

For Artistic Bindings, Charming Designs, Exquisite Pictures, you can get no better books than PARTRIDGE'S.

S. W. PARTRIDGE & CO.,

8 and 9 PATERNOSTER ROW - LONDON, ENG.

Important Fall List

THE ETERNAL CITY,
Cloth, $1.50. by Hall Caine, Paper, 75c.

THE LADY OF LYNN,
Cloth, $1.50. by Sir Walter Besant, Paper, 75c.

TRISTRAM OF BLENT,
by Anthony Hope,
Cloth, $1.50. Paper, 75c.

WHY NOT, SWEETHEART?
by Julia W. Henshaw,
Cloth, $1.50. Paper, 75c.

THE LIVES OF THE HUNTED,
by Ernest Seton Thompson,
Profusely illustrated. Cloth, $2.00.

AN IDOL OF BRONZE,
by Louise Palmer Heaven,
Cloth, $1.25. Paper, 50c.

THE QUIBERON TOUCH,
by Cyrus Townsend Brady,
Cloth, $1.50. Paper, 75c.

KIM,
by Rudyard Kipling,
Illustrated by J. Lockwood Kipling.
Cloth, $1.50. Paper, 75c.

THE ALIEN,
Cloth, $1.50. by F. F. Montresor, Paper, 75c.

LOVE IDYLLS,
Cloth, $1.50. by S. R. Crockett, Paper, 75c.

A MODERN ANTAEUS,
by the Author of "An Englishwoman's Love Letters,"
Cloth, $1.50. Paper, 75c.

JOHN FOSTER,
by Hamilton Wright Mabie
Decorated borders. Cloth, illustrated, $2.00.

BOB SON OF BATTLE,
by Alfred Ollivant,
Illustrated holiday edition, cloth, $1.50.

THE WILD ANIMAL PLAY,
by Ernest Seton Thompson
Cloth, 50c.

GEORGE N. MORANG & CO., Limited, 90 Wellington St. W., TORONTO



FIT FOR ROYALTY.

A Notable Note Paper

—IS—

PLASHWATER

known as the choicest product of the Thames Valley.

Made in three sizes:

Small, 8vo, Ruled or Plain.

Regina, Plain.

Rex, Plain.

Messrs. Castell Bros., of London, Eng., have appointed us their agents to supply the Canadian Trade with this superior Note Paper. This we are now prepared to do at the lowest possible prices.

THE COPP, CLARK CO, LIMITED.

Every sheet of paper and envelope is watermarked.

♦♦♦♦

Envelopes to match with wallet shaped flaps.

The Note Paper so well known to the Trade from Coast to Coast for Good Quality and Value.

We are manufacturers and importers of the best for Society uses.

Visiting Cards

Send for our List, recently issued, showing great reduction in prices.

For Fashionable Correspondence

RETAILS FOR 10 cents Per Box.

Royalty Perfumed Wax

PRICE: 80 cents Per Doz.

A dainty box containing three oval-shaped sticks of the most delicate tints. 16 Series. 3 shades in each box.

PAPETERIES of the better class for nice trade.

L'Aiglon—Blue and Cream Tints.
Lohengrin—White, Light Blue, Dark Blue, Grey.
Imperial Cabinet—Cream.
Turkish Cabinet—Blue and Cream.
Moorish Cabinet—Dove Grey and Cream.
Turkish Cabinet—Slate Green and Cream.

2-quire boxes. Two sizes: Note and Envelope. Two Tints.

In Fancy Boxes.

The Copp, Clark Co., Limited

64-66 Front St. W., Toronto.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, OCTOBER, 1901. No. 10.

Topics for the Bookseller.

BOOKS AT NET PRICES.

THE question of introducing net prices into Canada has its amusing side. Judging from the correspondence that has appeared in these columns, the publishers and booksellers both favor the plan. Each branch of the trade, however, seems to think it is "up to" the other. Neither, as far as we can learn, is prepared to take the first step. While each branch is politely bowing to the other, the publishers, as a body, are not getting together to consider the subject, and the booksellers are not discussing a plan for pressing it upon the publishers.

We can see good reason why each side should take action. The publishers are well aware that if the profession of bookselling is not to dwindle, and finally disappear, something must be done to check the competition of departmental stores in new books. These big stores may sell a good many copies, but they spoil the regular trade and take away from the individual bookseller the inducement to push sales. No medium for selling books can equal a competent bookseller.

There is also ground for the booksellers to unite and press for reform. They should realize that publishers are human beings just like booksellers. They are competitors with one another, and each attends to his own business. To unite in favor of some line of policy is rather an unusual course. Do the booksellers in one town or city hold conferences on trade matters and unite to maintain prices and the common interest of the trade? They will realize, therefore, that the publishers are beset by the same difficulties as the booksellers themselves.

Now, the situation has this advantage: The largest Canadian publishing houses are situated in one city. There are probably not half a dozen departmental stores in the whole country that go in systematically for cutting prices. This concentrates and simplifies the matter considerably. Who will be the first to take action?

* * *

OPINIONS OF THE TRADE.

WE have received some fresh correspondence on the subject of net prices. It is exactly in line with the letters previously published. Mr. A. T. Chapman, Montreal, writes:

"No one, I'm sure, can object to net books. It is, after all, only agreeing to sell books at the published price, an agreement that might even now be put into force with the present prices and rates of discount, which surely do not give the bookseller more than a reasonable profit. The remedy of the present price-cutting lies wholly in the publishers' hands. If they will resolutely and unitedly stand for books being sold retail at the published prices, being careful not to transgress the law themselves, the trade will support them as one man."

The Thomson Stationery Co., Limited, of Vancouver, write:

"The prices at which paper-bound Canadian 75c. books are supplied to the trade leave little enough margin when retailed at list price. It is a matter for regret that many of these books are being largely advertised and sold by departmental stores at cut prices. For this course we decidedly feel that the publisher and copyright holder is fully responsible, notwithstanding the various excuses made by the publisher to the contrary. There is no question that if the publisher determined to put a stop to the selling of his book at cut prices by the departmental store he can do it. A book is different from most other merchantable articles in that it has a distinct and generally recognized set value, and thus forms an excellent leader for a departmental store to use in booming its business, even though it may make no profit on the sale of the book. The question with the publisher is: Is it better to have his book reach the public through over a hundred or more recognized bookstores scattered all over the country, or through one or two departmental stores in the larger centres? If he decides on the latter course, does he not see that as soon as the departmental store has crushed the book trade throughout the country and can control it, it will become its own publisher, taking to itself what profit the publisher now has?"

"This has been the history of the departmental store with relation to all other lines that it handles."

We entirely agree with these gentlemen regarding the injurious effects of depart-

mental store cutting. In every line of trade it has proved the same. Before taking action the publishers would have to know that the booksellers are willing to sign an agreement not to cut. In the majority of cases this could probably be counted upon. But would there be some objectors? There is an alternative plan to the one now in force in the United States. It is now worked in connection with the annuals. Will those of our readers who have experience of this arrangement tell us what they think of it?

***

RECIPROCITY WITH THE UNITED STATES.

ALMOST the last public utterance by President McKinley before being shot by the blackguard anarchist was in favor of reciprocity. Common rumor says that when Congress meets reciprocity with Canada will be discussed. How would this be considered by the Canadian book, stationery and kindred trades? This is a grave question, since manufacturing interests are at stake. In retail circles also the matter possesses importance, because we cannot tell what effect a treaty might have on business done through the mails. Our advice to readers is to give the subject attention by thinking it over. At the moment the subject is in the air. But large questions such as this are often talked over and worked at by politicians privately without the trade knowing anything about it, until suddenly the result—in the shape of a treaty—is flung at the heads of the commercial community before time for consideration is given. Do not let us be taken unawares in this matter.

***

RAISING THE PRICE.

A CIRCULAR has been sent out by the publishers of The Ladies' Home Journal, of Philadelphia, which well illustrates the art possessed by some of talking all round a question. The circular, in a bland way, gives reasons for advancing the price to newsdealers to 7½c. per copy. The reasons are that the monthly has been much enlarged, and that coated paper, instead of ordinary paper, had been used. In black type, intended to rouse our feelings, the circular says: "We now do not receive what each number actually costs us." This sounds dreadful. But how many cheap periodicals make money out of their circulation? Is the profit not all obtained by advertising? The Ladies' Home Journal's extra pages are nearly all taken up with advertisements, and the paper is known to have made enormous profits the last few years. Not content with this, the newsdealer is being asked to pay more. The United States dealers may swallow this flimsy explanation for making them pay more, but we trust the Canadian dealers will not be so easily fooled, and will push the Canadian periodicals, notably The Ladies' Magazine, which is 6c. to the dealer and is a far better paper for the Canadian reader than the Philadelphia one.

VETERANS OF THE BOOK TRADE.

THERE are still left in Ontario some of the old members of the book trade, whose recollections date back a good many years. Among these are: James Bain, senior; Richard Brown, of Brown Bros.; John Young, of The Upper Canada Tract Society; Henry Hutchison, formerly of Rowsell & Hutchison; Frank Nisbet, of Kingston; and A. G. Lee, of The Copp, Clark Co. In talking to the latter the other day, "The Bookseller and Stationer" found that his recollections extended back to the year of 1848, and that he has a personal knowledge of the many changes which have taken place in the trade of Toronto during that time. For instance, the series of changes evolved the present firm of The Copp, Clark Co. out of the old firm of Andrew H. Armour &



Major A. G. Lee.

Co. This firm had places of business in Toronto, Kingston and Montreal, being known in the latter city as Armour & Ramsay. The Toronto house was A. H. Armour & Co., and the partners were Mr. Armour and Mr. John Kerr. On the death of the former the business was sold to MacLear & Co., and Mr. Kerr went into business for himself, as assignee and accountant. MacLear & Co., on the death of Mr. Hugh Scobie bought out the business of Scobie & Balfour, and Mr. W. W. Copp, who had been with Scobie became a partner with MacLear. After some years Mr. MacLear retired from the book business and went into wholesale stationery, and the firm then became W. C. Chewett & Co. Finally, on the retirement of Mr. Chewett, Mr. Copp took as partner, Mr. Clark, the bookkeeper of the concern, and the firm became known as Copp, Clark & Co., until 1885 when the present firm of Copp, Clark Co., Limited, was formed. The origin of another successful Toronto business is traced to the coming of Mr. Adam Millar to Toronto, and his foundation of a book and stationery business, which, owing to his subsequent partnership with Mr. Gage, is now known as W. J. Gage & Co., Limited. Although Mr. Lee can remember events so long ago he must have been a very young man at the time, because he still looks young and vigorous, and is as thorough a bookman as can be found in the trade. The illustration which accompanies this, shows Major Lee in the uniform of a major in the Queen's Own, with which corps he was on active service during the Fenian Raid.

The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL .....232 McGill Street
Telephone 1255
TORONTO.... .....10 Front Street East
Telephone 2148
LONDON, ENG..... .... 109 Fleet Street, E.C.
W. H. Miln
MANCHESTER, ENG.... .... 18 St. Ann Street
H. S. Ashburner
WINNIPEG .....Western Canada Block
J. J. Roberts
VANCOUVER, B.C. ..... Flack Block
T. A. Macdonald
ST. JOHN, N.B ..... No. 3 Market Wharf
J. Hunter White
NEW YORK.....176 E. 88th Street

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address {Adscript, London.
{Adscript, Canada.

Books and Periodicals.

The Copp, Clark Co.'s List.

SEVERAL of this firm's books are set down for publication on October 5. Mr. Parker's "The Right of Way" has for a hero "Beauty" Steele, a lawyer of intellect, but without heart. He is married to a handsome worldly girl equally cold in temperament. Meeting with an accident, he becomes separated from his wife, who, believing him dead, marries again. He settles down in a French-Canadian village to a new life. He falls in love with a simple religious girl. He is the trusted friend of the priest and the village folk. Mr. Parker is at home in picturing rural scenes among the habitants. The end of the book is a tragedy; for "Beauty" Steele is shot by robbers while defending church money, but the reader is impressed, not repelled. The book is issued in cloth only.

Says a Toronto bookseller: "This is certainly Mr. Parker's greatest work. It is magnificent; I don't know when I've read a book I admired so much! I anticipate a large sale for it this holiday season, and will do my best to further this by recommending it strongly to our patrons."

"Circumstance," by S. Weir Mitchell, has all his charm of style. It deals with a group of relatives and friends in Philadelphia whose happiness is affected by the actions of a clever, unscrupulous, attractive woman. The study of character is perfect; those who have read it say it is done in a masterly manner.

The "Road to Frontenac," the Canadian historical tale by Samuel Merwin, is being issued in Canada, England and the United States. It is highly spoken of as a vivid and picturesque story of adventure. It is issued in cloth only.

Two books from this firm are already in the market. One is "Forest Folk," by James Prior. It is an English labor story of 100 years ago, when the introduction of machinery caused strikes and riots. Tant Rideout, an agitator, is a central figure in the stirring scenes and love episodes which make up the story. The other is "Casting of Nets," by Richard Bagot, which is an attack on the Catholic Church, and appeals to all those who last year so easily bought "The Scarlet Woman" and the "Purple Robe," by Hocking. Allowing for the point of view, it is clever, amusing and interesting in plot. A Catholic girl marries an English peer. Their attachment is strong and sincere. The girl's relatives want her to convert him. The result is that she becomes a Protestant.

Several of the new novels are set down for issue about the middle of October. Ian Maclaren's "The Young Barbarians" is a splendid book for boys, clean, manly and interesting. Hewlett's "New Canterbury Tales" deal with a period long enough after the time of Chaucer's pilgrims to justify the change in language, but they retain enough of the spirit, insight and style of their great models to make a comparison by no means "odious." George W. Cable's "The Cavalier," a tale of the American Civil War from the standpoint of the South, has never appeared serially, and is a new book by an author justly famous here and in England for his Southern stories.

The new novel by Marion Crawford is to be called "Marietta: A Maid of Venice," which is a slight change in title. The story is of Venice near the end of the 15th century, and is based on one of the old chronicles. The action and interest centre in the family of a master glassblower, a member of an artistic craft who formed a powerful corporation. Mr. Crawford has enriched his story with his intimate knowledge of Italy in the Middle Ages. The book will be out about November 1.

Wm. Briggs' List.

An item of no small interest to Canadian literary circles is the announcement of a forthcoming volume of poems of Charles Mair, to include his fine drama "Tecumseh," which, when published in 1886, attracted wide attention. The present volume will comprise some 270 pages, with autograph portrait of the author, and will retail at $1.50 in cloth, and $2.50 in half-calf binding. If will bring the gifted poet of the West the standing among our poets which has been denied him through having no volume before the public. He had the misfortunate to lose almost the entire edition



"'PON MY HONOR,' HE SAID, IN A LOW TONE, 'YOU HAVE CAUGHT ME'"

From "The Rright of Way," by Gilbert Parker (Copp, Clark Co.).

BOOKS AND PERIODICALS—Continued.

of his first book, "Dreamland and Other Poems," in the Desbarats fire in Ottawa in 1868. "Tecumseh" very quickly ran through an edition of 600 copies, but was not reissued, and since then has been one of the prizes for collectors of Canadiana. In this drama there are many strong, brilliant passages, and, indeed, all of Mr. Mair's work is marked by sustained strength and uncommon felicity of expression. Undoubtedly he is the peer of any of the Canadian poets, and well up among the leading singers that America has yet produced. Mr. Mair is at present residing in Winnipeg. He has lived for some 30 years in the Northwest. Much of his household effects were destroyed by the insurgents in the first Riel Rebellion, including some valued MSS. In the second rebellion he served as quartermaster in the crack corps of his friend Col. G. T. Denison, the Governor General's Body Guard.

Arthur S. Megaw, of Belfast, Ireland, has for some time been engaged on an anthology of patriotic songs, for which he has drawn upon the work of the poets of every part of the Empire where obtainable. A considerable representation of the Canadian poets will appear in the volume. The English edition is in the hands of C. Arthur Pearson. The Canadian issue will appear almost simultaneously. Such a volume should feed the flame of the Imperial sentiment and be a welcome addition to the literature of poesy.

One of the most interesting as well as important books of the coming year is Mr. Henry J. Morgan's "Types of Canadian Women," a work on which he has been engaged industriously ever since the publication of his "Canadian Men and Women of the Time." Mr. Morgan, who has a positive genius for this work, has gathered a great mass of personal data together, and is now engaged in preparing it for the press. The work will appear in two, and possibly three volumes, and will be embellished with some hundreds of portraits. Mr. Morgan, by persistent search, has succeeded in accumulating the portraits of the wives of all the Canadian Governors. Some of these were very difficult to trace, and were ultimately found—as in the case of the wife of Governor Wentworth—in the public libraries of American or English cities. The volume will be a revelation of the incredible number of Canadian women who have left their homes to become the wives of the nobility of Great Britain as well as of Europe. No one will wonder at this who will have opportunity to survey the winsome faces that grace these volumes. The beauty of the women of Canada is becoming a proverb.

A translation from the third German edition of Prof. Carl Bucher's work on "Industrial Evolution" has been made by Dr. S. Morley Wickett, lecturer on Political Economy and Statistics in Toronto University, and is now placed on the market in the United States, Great Britain and Canada. It is a substantial volume of nearly 400 pages, and sells at $3. The work is the most important contribution to the subject made in years, and already has been translated into French, Russian, Bohemian and English, and will shortly appear in Japanese and Italian as well.

Morang & Co's. List.

Among George N. Morang & Co.'s Fall books, Hall Caine's "Eternal City" is by far the most notable. It will be noticed that it takes the second place in our list of best selling books. The publishers state that the first and second editions are exhausted, and that it is impossible to get the work from the binderies fast enough to meet the demand.

Another leading work is "Tristram of Blent," by Anthony Hope. This is also in its second edition, though it has been published only three weeks. It is not only a ladies' book, men are picking it up rapidly at the stores, and recommending it to their friends.

"Kim," by Rudyard Kipling, is already a sensation in literary circles, and it is predicted that it will be the book of the Winter. Kim, or Kimball O'Hara, is the son of a sergeant in the British army in India. His parents dying, he is reared by a native woman, and grows to manhood with all the habits, tastes and beliefs of a Hindoo, but with the intellectual and physical vigor of his Anglo-Saxon ancestors. When about 14 years old he becomes the servant, bodyguard and general handy man to a Llama of Thibet, a holy man seeking "the River of the Arrow," that "washes away all taint and speckle of sin." Their wanderings through the country are made use of by the author to reveal the wonders of India and the complex character of the Hindu people, the failure of understanding which has been the cause of so many calamaties to the British in India. Other characters in the book are drawn quite as powerfully as those of Kim and the Llama, and the illustrations, half-tones from clay models, are an additional feature that will make "Kim" a foremost novel.

A book that Morang & Co. are about to publish is "Love Idylls," by S. R. Crockett, a collection of short stories that well sustain the reputation the author has made in Scottish romance. The first story, which is considered the best, relates the love exchanges of Belle Maclury and Lord Kilpatrick, an adherent of the Pretender, who is shot by Ninian Maclurg for refusing to invoke blessings on King George. Kilpatrick's escape to France, his return, arrest, and, finally, his pardon, are the great events in a story full of smaller ones, which promises, with its companions, to become a feature of the Fall and Winter book trade.

W. J. Gage & Co.'s List.

The most important new book on Gage & Co.'s list is John Uri Lloyd's new novel, "Warwick of the Knobs." While it is a story of the Stringtown County—made famous in his "Stringtown on the Pike"—there is practically no dialect and no mention of Kentucky superstition.

It is a story of real life, such as history might record, but does not. Some of the characters are so primitive, so stoical and so uncommon, that one can only think of our North-American Indians as possessing similar qualities. The scenery, people, customs and prejudices are drawn from actual life. Warwick himself is a fictitious personage, but represents very vividly the iron men of that time who clung to family pride and their narrow religion with a passionate love. It is a decided advance on "Stringtown," a novel whose sales have already exceeded 50,000 copies.

We can hardly do better than advise any bookseller who has not already procured a copy of "The Kidnapped Millionaires," not only to secure the book, but to read it. It possesses so many elements of popularity than it needs only to be known to be appreciated. The American press has devoted much attention to the story, and it is safe to say that there is hardly a business man in New York City who has not read this novel.

Thomas Y. Crowell & Co.

Thomas Y. Crowell & Co., New York, issue a handsome catalogue of new books for 1901, containing several series of the kind of books that are always in demand, and particularly for the holiday trade. "Mistress Barbara," by Halliwell Sutcliffe, is a Yorkshire story of 1830, as absorbing as his famous stories of the battlefield. "The Heiress of the Forest," is a romance of Old Anjou, by Eleanor C. Price, which will be found most interesting. Stories of old colonial days in the United States are in good number. The history list includes Duruy's History of the World, "The Story of Old Falmouth," "The Rise of the Dutch Republic," "The Tower of London," etc. There is the "What is Worth While Series," which includes many books

T. Y. CROWELL & COMPANY'S

Announcement of New Books.

FICTION.

Mistress Barbara. By Halliwell Sutcliffe. $1.50.
Heather's Mistress. By Amy Le Feuvre. $1.50.
Anna Karenina from the Russian of Lyof N. Tolstoi. New Plates, Illustrated. $1.50; also 3 vols., $3.00.

MISCELLANEOUS.

Dames and Daughters of Colonial Days. By Geraldine Brooks. Holiday Edition. $2 00.
Flowers From Persian Poets. Edited by N. H. Dole and Belle M. Walker. 2 vols., $4.00.
Quiet Hints to Growing Preachers. By Charles E. Jefferson, D D. $1.00.
Doctrine and Deed. By Charles E. Jefferson, D.D. $1.50.
Life Paragraphs. By Ralph Waldo Trine. 75 cents.
The French Revolution and Modern French Socialism. By Jessica B. Peixotto. $1 50.
The Ministry of Comfort By J. R. Miller, D.D. 75 cents.
The Temple of Character. By J. R. Miller, D.D. 75 cents.

HISTORY.

Duruy's History of the World. Holiday Edition. 2 vols., $4.00.
The Rise of the Dutch Republic. By John Lothrop Motley. Holiday Edition. 2 vols., $4.00.
The Tower of London. By W. Hepworth Dixon. Holiday Edition. 2 vols., $4.00.

HANDY INFORMATION SERIES.

Handy Dictionary of Prose Quotations. By Geo. W. Powers. 50c.
Handy Dictionary of Poetical Quotations. By Geo. W. Powers. 50 cents.
Who's The Author? By L. H. Peet. 50 cents.

SELF EDUCATOR SERIES.

Self Educator in French. By John Adams. 75 cents.
Self Educator in Latin. By W. A. Edward. 75 cents.
Self Educator in German. By John Adams. 75 cents.
Self Educator in Chemistry. By James Knight. 75 cents.

WHAT IS WORTH WHILE SERIES.

New Volumes. Per vol., 35 cents.

An Iron Will. By O. S. Marden.
Conditions of Success in Public Life. By Geo. F. Hoar.
Economy. By O. S. Marden.
Ecclesiastes and Omar Khayyam. By Prof. John F. Genung.
The Expulsive Power of a New Affection. By Thomas Chalmers.
God's Sunlight. By Lewis W. Smith.
The Greatness of Patience. By Arthur T. Hadley.
How? When? Where? By J. R. Miller.
The Meaning and Value of Poetry. By W. H. Hudson.
Practical or Ideal. By J. M. Taylor.
Religion in Common Life. By John Caird.
Standeth God Within the Shadow. By David Starr Jordan.
The Summer Gathering. By J. R. Miller.
The Transfigured Life. By J. R. Miller.
War and Civilization. By Wm. P. Trent.
Wherefore Didst Thou Doubt? By C. B. McAfee.

WHAT IS WORTH WHILE SERIES.

Fine Edition.

Loving My Neighbor. By J. R. Miller. 60 cents.
Saul. By Robert Browning. 60 cents.
Stevenson's Attitude to Life. By John F. Genung. 60 cents.

LUXEMBOURG ILLUSTRATED LIBRARY.

The Chouans. By Honore De Balzac. $1.50.
The Little Minister. By James M. Barrie. $1.50.

HANDY VOLUME SETS.

Bulfinch's Age of Fable, Age of Chivalry, and Legends of Charlemagne. 3 vols., $2 25.
Colonial Prose and Poetry, 1607-1775. Edited by Wm. P. Trent and B. W. Wells. 3 vols., $2.25.
Keats's Complete Works. Edited by H. Buxton Forman. 5 vols., $3.75.

STANDARD SETS.

The D'Artagnan Romances. By Alexandre Dumas. 5 vols., $7.50.
Modern Painters. By John Ruskin. 5 vols., $6.25.
Stones of Venice. By John Ruskin. 3 vols., $3.75.
Works of Dumas. 10 vols., $10 00 and upwards.
Waverley Novels. 12 vols., $12 and upwards.
Waverley Novels. 24 vols , $30.00 and upwards.
Reade's Works. 12 vols., $12,00 and upwards.
Bulwer's Works. 13 vols., $13.00 and upwards.
Cooper's Works. 6 vols., $6.00 and upwards.
Ruskin's Works. 13 vols., $13 00 and upwards.

BOOKS FOR YOUNG PEOPLE.

Pine Ridge Plantation. By William Drysdale. $1.50.
Talks With Great Workers. By O. S. Marden. $1.50.
Success Booklets. By O. S. Marden. Illustrated Edition. Per vol., 50 cents: Character, Opportunity, Cheerfulness, Iron Will, Good Manners, Economy.
Little Arthur's Greece. By Arthur S. Walpole. $1.25.

BOOKS FOR CHILDREN.

THE "NINE TO TWELVE SERIES." Per vol., 35 cents.
- **Little Dick's Son.** By Kate Gannett Wells.
- **Marcia and the Major.** By J. L. Harbour.
- **The Children of the Valley.** By Harriet Prescott Spofford.
- **How Dexter Paid His Way.** By Kate Upson Clark.
- **The Flat Iron and the Red Cloak.** By Abby Morton Diaz.
- **In the Poverty Year.** By Marian Douglas.
- **Little Sky High.** By H. Butterworth.
- **The Little Cave-Dwellers.** By Ella Farman Pratt.

"CHILDREN'S FAVORITE CLASSICS." Per vol., 60 cents.
- **Don Quixote.** By Calvin Dill Wilson.
- **Gulliver's Travellers.** By Dean Swift.
- **Heart.** By Edmondo de Amicis.
- **Mopsa the Fairy.** By Jean Ingelow.
- **Stories from Homer.** By Alfred J. Church.
- **Stories from Virgil.** By Alfred J. Church.

THE "SUNSHINE" SERIES. Per vol., 50 cents.
- **The Candle and the Cat.** By Mary F. Leonard.
- **Ingleside.** By Barbara Yechton.
- **Little Sunshine's Holiday.** By Miss Mulock.
- **Our Uncle the Major.** By James Otis.
- **A Pair of Them.** By Evelyn Raymond.
- **Prince Prigio.** By Andrew Lang.
- **Smoky Days.** By E. W. Thomson.
- **Stephen.** By Eva A. Madden.
- **Two and One.** By Charlotte M. Vaile.

HANDY VOLUME CLASSICS.

New Volumes.

Aurora Leigh. By Mrs. Browning.
Essays. By Francis Bacon.
Conversations on Old Poets. By James Russell Lowell.
Life of Nelson. By Robert Southey.
Macaulay's Historical Essays.
The Oregon Trail. By Francis Parkman.
Unto This Last. By John Ruskin.

Send for Illustrated Catalogue.

Thomas Y. Crowell & Company, 428 West Broadway, New York.

BOOKS AND PERIODICALS—Continued.

of that rare kind that teach a moral in an interesting manner. The Luxembourg Library of Standard Fiction is still, as always, a series unsurpassed for holiday reading. The books for young people are very numerous, and are of all kinds, including stories of present-day life as well as others of historical times. This catalogue is well illustrated with illustrations from many of the books and cuts of their covers.

Oliphant, Anderson & Ferrier.

Oliphant, Anderson & Ferrier's list of books for the Fall and Christmas trade of 1901 contains many of special interest. For instance, "Sir Thomas Lipton and the America Cup," by Chas. T. Bateman, is a very timely book, and there are many just as much so. For young readers, as reward books, "Schooldays and Holidays," by Adelaide M. Cameron, describing the schooldays in London of a family of five girls and their holidays in the Highlands of Scotland; "Heroes of Discovery," Livingstone, Franklin, etc., by Samuel Mossman; "Witch Winnie," the story of a King's Daughter, by Elizabeth W. Champney, and other books, new and well suited to the present generation of children, are catalogued, and are among the best of the Christmas goods.

There are numerous other varieties listed, including, besides fiction, biographies, the Famous Scots series, comprising books on the heroes of Scotland all through its history, books on health and education, adventure and missionary enterprise, many of which are illustrated with valuable historical engravings, and books for preachers, teachers and private readers. Among these last is one, "Prayer, a Practical Treatise," by Rev. A. F. Douglas, which is receiving much praise.

The Canadian edition of their catalogue is well illustrated, and will be found useful and valuable by all booksellers, as the works published by this firm are popular in this country.

CANADIAN REPRESENTATIVE WANTED.

A large and influential company in London, Eng., has written THE BOOKSELLER AND STATIONER asking for representation in Canada. They manufacture waterproofs chiefly, as well as mantles, cloaks, etc., but they desire to give waterproofs first attention. Any manufacturers' agent who desires to write them can secure the address from the Editor of THE BOOKSELLER AND STATIONER.

AUTUMN Announcement

The Making of a Marchioness

By Frances Hodgson Burnett,
Author of "Little Lord Fauntleroy," etc.

A delightful romance in the author's most charming vein. The scene is laid in an English country house, where an amiable English nobleman is the centre of matrimonial interest on the part of both English and Americans present.

Illustrated by Chas. D. Williams, with four half-tone engravings in two colors. Beautifully printed and daintily bound.

12 mo, Cloth, net $1.10.

The Outcasts

A new book by W. A. Fraser,
Author of "Mooswa," etc.

"The Outcasts" is written in Mr. Fraser's best style, with a splendid series of illustrations by Mr. Heming, and following on after "Mooswa" is certain to be one of the best selling books for the holiday trade.

Cloth, net $1.00.

The Man from Glengarry

By Ralph Connor,
Author of "Black Rock," "The Sky Pilot," etc.

"The Man from Glengarry," now running as a serial in The New York Outlook and The Toronto Westminster, is creating wide interest and enhancing the reputation of its author. The work promises to be one of the greatest favorites for Fall and Christmas trade.

Cloth, $1.25.

The Lion's Whelp

By Amelia E. Barr,
Author of "Trinity Bells," "Bow of Orange Ribbon," etc.

This is a romance of the middle of the seventeenth century which follows the fortunes of two families, one devoted to the Royalist cause, the other adherents of Oliver Cromwell, "The Lion's Whelp."

Paper, 75c.; Cloth, $1.25.

Memory Street

A story of life in New England,
By Martha Baker Dunn.

Miss Dunn's work compares favorably with the work of Mary E. Wilkins and Kate Douglas Wiggin.

Paper, 75c.; Cloth, $1.25.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West .... TORONTO

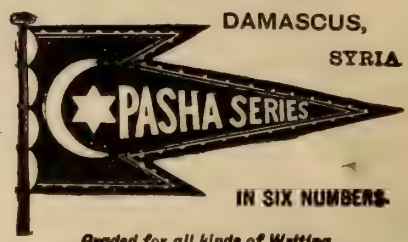
RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter TORONTO

Standard Commercial Works.

Matte's Interest Tables,
At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,
By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.
At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,
Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. By CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,
At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.
At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,
Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables; by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,
Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),
Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,
A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,
Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

Five From the List

Circumstance

By S. WEIR MITCHELL, Author of "Hu h Wynne," "Dr. North and His Friends."

Its pictures of American society are unsurpassed for accuracy, reality, and range of observation. It is genial in tone and rich in the little philosophies and larger ethics of life. It is mainly the story of a clever, attractive, unscrupulous, adventurous woman. It is a masterly book.

Paper, 75c. Cloth, $1.25.

The Road to Frontenac

By SAMUEL MERWIN.

The hero, Captain Menard, is despatched to Fort Frontenac (now Kingston) by the Governor of Quebec, bearing instructions regarding an Indian raid and escorting the Governor's lovely daughter. They are captured by Indians—captain, girl, instructions and all. The development is intensely interesting, while much valuable information regarding older Canada is gained.

Cloth, $1.25.

The Right of Way

GILBERT PARKER'S Great Novel — Just Published.

The hero, a young and brilliant Canadian lawyer, has a serious accident while away from home, and for several months his memory is entirely gone. He is cared for by strangers, and on recovery he learns that his wife, believing him dead, has married again. So, for her sake, he remains away, and changes his identity. He meets another woman, young, beautiful, and deeply religious, who materially influences his destiny, and whom he would like to marry. Which woman has the right of way? The spiritual struggle is profoundly indicated; the love exquisitely described; and the development of the whole situation is a powerful piece of writing.

Sixteen full-page Illustrations.
Cloth, Gilt Top, Maple Leaf Design
Cloth, Gilt Top, Library Edition } **Each, $1.50.**

The Young Barbarians

By IAN MACLAREN, Author of "Beside the Bonnie Brier Bush."

What shall we give the boy? We are sure that on every boy's bookshelf there is an aching void crying out for "The Young Barbarians," and lucky is he whose cry is answered with the book. Only those who cater to the boy know how hard it is to find just the right book clean, manly and not too complex.

Well Illustrated.
Cloth, $1.25.

The Cavalier

By GEORGE W. CABLE, Author of "Old Creole Days."

There never has been a story of the American Civil War like this one, and it will rank as one of the greatest novels of the South. The art of fiction writing, of which Mr. Cable has been so many years master, is here found in its fullest perfection, to tell the most powerful tale he has yet devised.

Eight full-page Drawings by Howard Chandler Christy.
Cloth, $1.25.

The Copp, Clark Co., Publishers, Toronto

Limited.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "With Christ at Sea," by Bullen.
4. "The Sky Pilot," by R. Connor. Westminster.
5. "Black Rock," by R. Connor. Westminster.
6. "Cinderella," by S. R. Crockett. Copp.

CHARLOTTETOWN.

1. "The Third Floor," by Mrs. Dudeney. Gage.
2. "Tangled Trinities," by Woodruff. Gage.
3. "Days Like These," by E. W. Townsend. Langton.
4. "Joscelyn Cheshire," by S. B. Kennedy. Gage.
5. "God's Puppets," by I. Clark. Gage.
6. "Sirius," by E. T. Fowler. Gage.

GUELPH.

1. "The Eternal City," by H. Caine. Morang.
2. "Tristram of Blent," by A. Hope. Morang
3. "The Crisis," by W. Churchill. Copp.
4. "Puppet Crown," by H. McGrath. McLeod.
5. "Capt. Ravenshaw," by R. N. Stephens. Copp.

HAMILTON.

1. "The Crisis," by W. Churchill. Copp.
2. "Tarry Thou Till I Come," by Croly. Briggs.
3. "Good Red Earth," by E. Phillpotts. Briggs.
4. "A Daughter of New France," by Mrs. Crowley. Musson.
5. "Visits of Elizabeth," by E. Glyn. Morang.
6. "God's Puppets," by I. Clark. Gage.

KINGSTON.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Dri and I," by I. Bacheller. Briggs.
5. "Captain Ravenshaw," by R. N. Stephens. Copp.
6. "Cinderella," by S. R. Crockett. Copp.

LONDON.

1. "The Eternal City," by H. Caine. Morang.
2. "Puppet Crown," by H. McGrath. McLeod.
3. "The Crisis, ' by W. Churchill. Copp.
4. "Like Another Helen," by G. Horton. McLeod.
5. "Richard Carvel," by W. Churchill. Copp.
6. "Tristram of Blent," by A. Hope. Morang.

MONCTON.

1. "The Crisis," by W. Churchill. Copp.
2. "Tarry Thou Till I Come," by Croly. Briggs.
3. "Like Another Helen," by Horton. McLeod.
4. "Days Like These," by S. W. Townsend. Langton.
5. "Dri and I," by I. Bacheller. Briggs.
6. "Puppet Crown," by H. McGrath. McLeod.

MONTREAL.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Johnnie Courteau," by Dr. Drummond.
5. "Mononia," by Justin McCarthy.
6. "Tilda Jane."

OTTAWA.

1. "The Crisis," by W. Churchill. Copp.
2. "Tristram of Blent," by A. Hope. Morang.
3. "The Eternal City," by H. Caine. Morang.
4. "A Daughter of New France," by Mrs. Crowley. Musson.
5. "Captain Ravenshaw," by A. N. Stephens. Copp.
6. "Puppet Crown," by H. McGrath. McLeod.
7. "Graustark," by G. B. McCutcheon. McLeod.

PETERBOROUGH.

1. "The Eternal City," by H. Caine. Morang
2. "Cinderella," by S. R. Crockett. Copp.
3. "The Crisis," by W. Churchill. Copp.
4. "Captain Ravenshaw," by A. N. Stephens. Copp.
5. "When a Witch is Young." Copp.
6. "Visits of Elizabeth," by E. Glyn. Morang.

ST. JOHN.

1. "The Crisis," by W. Churchill. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Dri and I," by I. Bacheller. Briggs.
5. "Puppet Crown," by H. McGrath. McLeod.
6. "Graustark," by G. B. McCutcheon. McLeod.

TORONTO.

1. "The Crisis," by W. Churchill. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Tarry Thou Till I Come," by G. Croly. Briggs.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Dri and I," by I. Bacheller. Briggs.
6. "Cinderella," by S. R. Crockett. Copp.

VICTORIA.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "Cinderella," by S. R. Crockett. Copp.
4. "Ralph Marlowe," by J. B. Naylor. Briggs.
5. "Like Another Helen," by G. Horton. McLeod.
6. "Graustark," by G. B. McCutcheon. McLeod.

CANADIAN SUMMARY.

		Points.
1.	"The Crisis"	105
2.	"The Eternal City"	83
3.	"Tristram of Blent"	47
4.	"Cinderella" / "The Puppet Crown"	27
5.	"Tarry Thou Till I Come"	23
6.	"Dri and I"	22

ENGLAND.

1. "Tristram of Blent," by A. Hope. Methuen.
2. "The Crisis," by W. Churchill. Macmillan.
3. "The Grip of the Bookmaker," by P. White. Hutchison.
4. "The Casting of Nets," by R. Bagot. Arnold.
5. "A Serious Wooing," by J. O. Hobbes. Methuen."
6. "Both Sides of the Veil." by R. Marsh. Methuen.

SCOTLAND.

1. "The Eternal City," by H. Caine. Heinemann.
2. "Tristram of Blent," by A. Hope. Methuen.
3. "The Lady of Lynn," by Sir W. Besant. Chatto.
4. "A Serious Wooing," by J. O. Hobbes. Methuen.
5. "Sister Teresa," by G. Moore. Unwin.
6. "The Luck of the Vails," by G. F. Benson. Heinemann.

UNITED STATES.

1. "The Crisis," by W. Churchill.
2. "The Helmet of Navarre," by B. Runkle.
3. "The Puppet Crown," by H. McGrath.
4. "Tarry Thou till I Come," by G. Croly.
5. "Graustark," by G. B. McCutcheon.
6. "Dri and I," by I. Bacheller.

BEST SELLING MUSIC.

The Canadian-American Music Company, Limited, report the following to be their best selling music :

1. "Good-Bye, Dolly Gray"; song, by Barnes.
2. "Absence Makes the Heart Grow Fonder"; song, by Dillea.
3. "When the Harvest Days Are Over"; song, by Von Tilzer.
4. "Dolly Varden"; song, from the opera Dolly Varden, by Edwards.
5. "The Mosquitos' Parade"; two-step, by Whitney.
6. "Salome"; intermezzo, by Loraine.

The Anglo Canadian Music Publishers' Association, Limited, find these to sell best :

1. "The Shade of the Palm"; song, from "Floradora."
2. "Lady Ursula"; intermezzo, by Therese.
3. "Esmeralda"; waltz, by Care de Rossa.
4. "Song of Twilight"; song, by Agnes Buck.
5. "Avourneen"; song, by Wilton King.
6. "His Majesty, the King"; song, by St. Quentin.

There is likely to be a good demand for the songs from the opera "Dolly Varden," which is starting on a tour through Ontario, and dealers should be prepared beforehand with a supply of these. Montreal, Ottawa, St. Catharines, London, Brantford, Hamilton and other places will be visited by the company, which was well received in Toronto. Besides "Dolly Varden," which will likely be the leading favorite, others that are popular are "The Girl You Love," "We Met in Lovers' Lane" and "The Lay of the Jay."

"Cecil Rhodes : A Study of a Career."—This is a noteworthy book which Messrs. Blackwood will publish during the Autumn. It is the story of the life and work, so far, of the founder of Rhodesia, and the author is Mr. Howard Hensman, who has already written a history of that country. He is in a position to speak intimately of Mr. Rhodes, the man, and not the least interesting chapters of the volume are those which tell of him at Oxford, of his private life in Cape Town and Kimberley, and of his relations with political parties at home. These chapters will contain much that is new, and then the aims and ambitions which have guided Mr. Rhodes' policy will be discussed with authority.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

THE proposed Carnegie endowments for libraries in Canada aggregate half a million dollars already. Some of the individual grants promised are :

Winnipeg	$100,000
Montreal	100,000
Ottawa	50,000
Vancouver	50,000
St. John, N.B.	50,000
St. John's, Nfld.	50,000
Collingwood	12,500

A useful publication for Canadian libraries is that of Mr. George Iles, who is compiling a bibliography of American History with "just appraisals" of the value of each book. It will be ready shortly with the imprint of The American Library Association upon it and will cost about $1. The Canadian books in the list will be "appraised" by Mr. James Bain, jr., Toronto ; Prof. Colby, Montreal, and others.

H. H. Langton, librarian of The University of Toronto, has returned from a trip to England.

A gift of $200 has been received by the Kingston library from George T. Ham, a former Kingstonian, now living in the City of Mexico. The board, through the generosity of Messrs. Warren, Wilson and Shibley, are building a fine building for library purposes.

After an experience of several months the Toronto board have decided not to keep open the reference library after 6 p.m.

The Hamilton board having adopted Mr. Lancefield's suggestons to improve the heating apparatus at a cost of $10,000, twelve large volumes of the Sylva of North America by Sargent have been received from the Dominion Government, and also a very valuable collection of 15 volumes of historical works from His Majesty's stationery office, London.

James Horning, librarian of the Brantford Public Library, has resigned after long and faithful service. Mr. Horning was first appointed when the library was made a public institution, and has fulfilled his duties well, only withdrawing now on account of ill-health. The board passed a resolution paying warm tribute to his services. The position is worth $600 per annum.

The plans for the proposed Carnegie public library in Vancouver, submitted by Mr. G. W. Grant, architect, have been accepted. The design is a modified rendering of classic models. The building will front on two broad avenues. The main entrance is on the corner of Westminster avenue and Hastings street, through a lofty portico, circular in plan, and supported by large stone columns with carved capitals. The vestibule entrance has ornamental iron grill gates, tile floor and wall niches for future statues. The floor of the main hall, 22 x 22 feet, is also tiled, with ornamental wall arches and pillars.

The lending library, 30 x 12 feet ; the reference library, 30 x 30 feet ; the ladies' reading room, 30 x 30 feet ; and the librarian's office, 22 x 22 feet, are on the ground floor and so arranged that the librarian or secretary has complete oversight of the whole floor. Lavatory arrangements and private stairways are conveniently arranged. The main stair is on the Hastings street side. The stair will have marble steps and be lighted with large stained glass windows, which should give a handsome effect both externally and internally. The second floor will comprise the newspaper reading room, 30 x 12 feet ; the magazine room, 30 x 30 feet ; the children's reading room, 30 x 30 feet ; a chess room and one for the assistant secretary, the latter commanding a view of the whole floor. On the third floor will be the lecture hall, 30 x 12 feet, and the adjoining picture gallery, 30 x 30 feet. There will be several spare rooms for future use as occasion demands. The building will be erected of British Columbian sandstone, rock-faced, with dressed stone trimmings. The roof is dome-shaped in appearance, and is to be covered with copper tiling.

A valuable bequest to the Toronto Public Library from the executors of the estate of the late Hon. G. W. Allan enriches the library's already priceless Canadian collection. It consists of a number of books, papers and documents formerly in the possession of Col. William Allan, an important man in the early days of York. Among others they include : the original capitulation of York to the Yankees in April, 1812, signed by the military officers on each side, with the original draft prepared on the field ; a list of Government buildings and properties with their condition and values in 1799, prepared by Peter Russell for the incoming Governor, Peter Hunter ; a manuscript record of duties paid on goods entered at York from 1815 to 1828 from the United States: a register of all vessels entered at the port of York, from 1816 to 1820 ; and a large collection of the original surveys and reports of the Ontario,. Huron and Simcoe Railway. Among the books is a complete set of the scarce Canadian Magazine published at Montreal from 1823 to 1827.

Renfrew board complain that where they expected a Government grant of $195 they received only $120 and are hard up in consequence. The education board submitted this proposition, which was adopted : A joint committee from the library and school boards to draw up lists of books chosen to be read by the pupils of each class in the schools, with the library number of each book. The teachers would then be requested to, as far as possible, encourage their pupils to select their books for reading in their leisure hours, from the list posted up in their class room. A public entertainment will be got up to rise funds for the library. This is a good idea and might work elsewhere.

RARE CANADIAN BOOKS ON SALE.

A library relating principally to Canadian history and including several rare and valuable works was sold by public auction in Boston, October 3. For the works in good condition there was some lively competition, although most of the books, which came from a large library in Montreal, were in rather poor condition. The library included American, early imprints of Montreal, Toronto and Ottawa, works relating to the French and Indian wars, the War of 1812, and the Rebellions of 1837 and 1885. There were also some early printed books and first editions which brought good prices. A black letter Psalter, printed by Peter Schoffer, in 1474, in the original stamped calf, and printed from the same type used in the celebrated 1462 Bible of Faust & Schoeffer, was sold for $46. A Boston collector bought a copy of Cruickshank's "Omnibus" for $15, and first editions of Dickens' "Dombey & Son," and "Bleak House," for $13 and $15 respectively.

A New York collector secured the statutes of Upper Canada, 1820-30, for $23. Twelve volumes of old Canadian directories brought $13.10, and there were many historical pamphlets of the early part of the last century, which brought prices of from $4 to $6 each. Unfortunately many of the scarcest works, like Hennepin's New Discovery, 1699, either had plates in fac-simile or missing, and brought only from $20 to $30 each, when copies in perfect condition would have brought perhaps three times as much.

Fancy Goods, Toys and Novelties.

NOVELTIES IN THE MARKET.

A RECENT addition to Toronto's brigade of street hawkers is a man who sells an "unbreakable, unwearable, unspoilable" pen. For a wonder it isn't uninkable. To test it he bends it in every shape, backwards, forwards and sideways, running it over a rough board, twisting it with a pair of pincers, and then when his audience think it's done for, he presses it to the surface of the paper, it straightens out, and he writes your name as easily as if nothing particular had happened. What it is made of would be hard to say. It looks like gold, but, in one of those bursts of confidence that only fakirs know how to affect, he tells you it isn't, that it's a "composition"—a statement that leaves little for argument. He sells a lot of them. The price I think was 10c.

An electric light to be carried in the pocket is a late American novelty. It consists of a storage battery, says an exchange, connected with a small incandescent lamp. The lamp has a ground glass globe set in a reflector, which largely increases the light. It can be carried in the pocket and supplies sufficient light to read by, or when travelling it can be pinned on the coat, and will furnish sufficient light for seeing the road. It is portable, works well and has all the attributes of a successful electric lamp, which can be used in numerous instances where any other lamp would be unavailable.

What is called the "Idle Hour" book rest is a New York novelty which has its uses. It consists of a rest for the book, held away from the body by two sliding arms, and suspended from the neck by a cord. It may be held in almost any position desired, and will be found handy for anyone who desires to read a good deal without the fatigue of holding the book. The book, by a simple appliance, can be kept open at any place.

A new business outfit has been put on the market by an American firm, consisting of a set of rubber types, which can be set up like the ordinary type in a stamp made for the purpose. Thus any word or words may be printed, little time being required to change the letters. Rubber type, stamp and pad are supplied in a neat box, with lock.

For cleaning rubber stamps, which so easily collect dust and dirt, a German inventor has brought out a new liquid, which he calls "Turval." It is applied with a brush, is nicely scented, and is said to be "perfectly satisfactory," which cannot be said of anything else that has heretofore been tried for the same purpose.

The newest stapling machine for fastening papers together is called the "Midget." It is a very simple and easily operated machine, worked by a lever. It is finished in nickel in the smaller sizes and black in a large size. This is a really handy and useful machine, and should sell well. Brown Bros. are supplying the trade.

The Handy Box, for office or household use, is hardly a novelty, but it is a most useful article. It contains gum labels, rubber bands, paste, scissors, twine, paper fasteners, tags and other articles of a like nature that are often wanted and usually have to be hunted for all over the house. The Handy Box is made in either paper, handsomely finished, or in solid oak. Brown Bros. will supply the trade.

Leather goods are moving well this year for the holiday trade. Brown Bros. tell me they are busier than ever before in their leather department. Probably this is due to the exceptionally fine line of goods shown for the Christmas trade. The new Mexican hand-carved goods are very popular, especially in chatelaine bags. The combined coin and bill wallet has taken a strong hold on the trade, and there is no doubt it is one of the most useful things on the market. Collar and cuff cases are also going well. The time for pocket diaries and memorandum books will soon arrive, and a line of these will be easy to handle. They are expected to be better than ever this year.

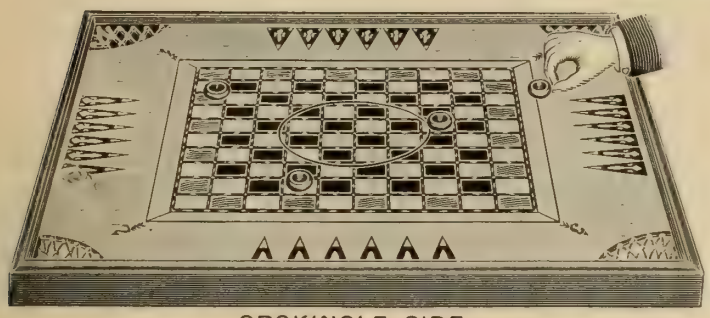
Hearing that F. & E. W. Kelk were to clear out their Christmas stock on November 1, I thought a trip through their warehouse would be interesting. And it was. There were 50 cases of dolls that I learned were obtained at a very low price and which are to be sold off correspondingly low. These are particularly good value. They include the popular 10, 15 and 25c. lines, and some others run as high as $20 each. Such goods as fancy cups and saucers, 5 o'clock tea sets, chocolate sets, glass water sets, etc., are also in as large variety as would be possible to find anywhere. These are going well. Hot-air engines and many iron toys, which, this Christmas, are in such demand, one can see in an immense range, all sizes and prices. There were a number of magic lanterns that looked to be particularly well made, and a number of sizes were shown. Of course, drums, bugles, toy swords, etc., are not neglected. As this house do all their business by mail order and personal visits from customers, they must give these big inducements, and for this year's Christmas trade they have surpassed themselves.

Pocket diaries are becoming very widely used. Not only are the ordinary kind in great demand, but the special lines, like Copp, Clark Co.'s housekeeping and teachers' diaries and others of the kind, are moving rapidly. A new thing in these is the cased leather variety, from which the books can be removed. These are good for presentation purposes. A list that dealers may find useful is printed of all these diaries. There are some new things in fancy penwipers, paperweights and smokers' sets that should be good for the holiday trade. Rabbits, foxes, dogs, cats and other animals are represented. A great many new games are being put on the market. Two of the newest and best are "Bobs" and "Rainbow," which are card games to retail for 25c. Other new 25c. games are Canadian Authors, Maple Leaf, Pretoria, Comrades and Century. The assortment ranges in price from 60c. to $16.20 per doz.

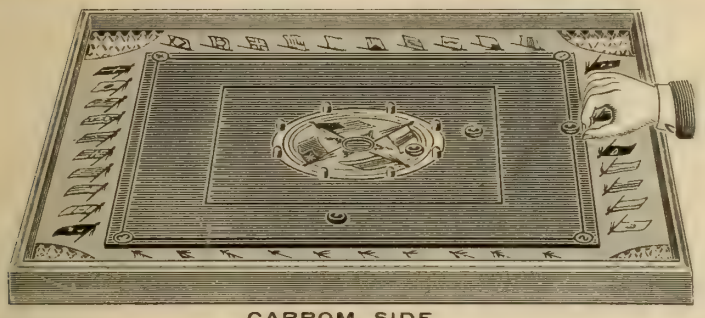
Indoor games will very shortly be in full swing, and the dealer who can supply with the newest as well as the most interesting will do a big trade. There is a combination of games, to be played on a single board, called the Archarena Combination, which is one of the cleverest ideas yet put on the market. There are three or four different styles of boards, containing 55, 65 and 100 games. The first sell for $33 per dozen. The boards are well made and handsomely finished, and the game will entertain a number of people for whole evenings. They are made solely for Nerlich & Co., who alone handle them in Canada. Another novelty in this house is the "Harmonophone," a mouth-organ with phone attached, which gives it a much deeper and fuller

ARCHARENA COMBINATION GAME BOARD

For 55 Games.



CROKINOLE SIDE.



CARROM SIDE.

No. 2. Archarena Combination, size 28x28 inches, moulded hardwood rim; panel, 3 ply maple veneer, selected white stock, light, but strong. Beautiful marquetry transfers. Crokinole panel in mahogany finish. All rub finish. Complete with equipment for 55 distinct games.

Retails for $3.75.

Assorted Crates containing one each Archarena Combination No. 1 and Crown Combination No. 1 are put up for sample orders.

Crown Combination Game Boards

For 65 Games.

No. 1. Crown Combination, size, 29 x 29 inches. Crokinole surface, fine imitation mahogany; balance of board—white maple veneer, natural finish. Reversible net pockets. Elegant rub finish on playing surface, 82 pieces of equipment go with this board, as follows: 29 rings, (4 colors), 19 Spider and Flies Men (3 colors), 2 Cues, 15 Numbered Discs, 10 Ten Pins, 1 Combined Back-stop and Score Tab, 4 Metal Spinning Rings (2 colors), 1 Complete Rule Book, 1 Box for the Men.

Retails for $4.50.

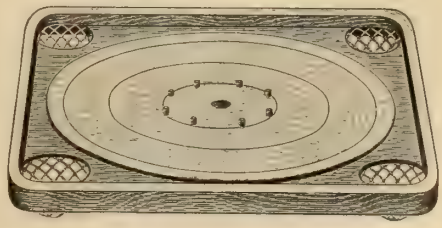


CARROM SIDE.

For 100 Games.

No. 0 Four Surface Crown Board, similar to No. 1, but has detachable Crokinole panel, giving four playing surfaces. Complete with 140 pieces of equipment.

Retails for $6.00.



CROKINOLE SIDE.

If you have not yet received our New Christmas Catalogue advise us at once and we will mail copy.

NERLICH & CO.

146-148 Front Street West, Opposite Union Station, **TORONTO**

FANCY GOODS AND STATIONERY—Continued

sound. This will sell well. They are specializing on their drug sundries, brushes, combs, etc., and enlarging the department considerably. A good thing in the Winter sporting goods line (which is a large one) are the "King" hockey sticks. These were designed by one of Winnipeg's most famous players, which fact being advertised will sell them rapidly. They are made in boys' and large sizes. The list of mechanical and iron toys is an immense one. Automobile toys, like the "Anxious Bride," with the figures moving in a life-like way, are particularly good, and are just from the continental factories. These are 25 and 50c. lines. Tandem bicycles, steam engines, cook stoves, boats to run in the water by steam or automatically, magic lanterns, from children's toys up to the marvelous cinematograph, fire engines, hose reels, etc., are all on view, and all are good for the Christmas trade. The doll range is an immense one. From the smallest to the largest, they are shown in all nationalities, qualities and prices. The Japanese chinaware, in sets or separate pieces, are worth going far to see. They should make excellent holiday goods.

NEW CATALOGUE.

The Fall and Christmas catalogue which Nerlich & Co. have recently issued should be in the hands of all dealers who want to do a good holiday trade, for it contains a great many novelties that cannot be found catalogued elsewhere. It is an elaborate production containing over 150 pages, profusely illustrated with cuts of the various goods, some in colors. An index at the back makes it easy to find any article desired, and, when found, the price and a full description is given. A slip is included giving the terms of trade discount. It would be impossible to give any idea of the immense assortment of goods suitable for the Christmas trade to be found in this catalogue. For mail-order purposes it will be found a valuable reference list.

NEW PARLOR GAMES

One of the leading British game houses has a splendid collection of new lines for the coming season, many of which, we should say, will be very popular, and should prove good sellers, as they are up-to date and are of exceptional value.

"From the Ranks to Commander-in-Chief" should prove of exceptional interest just now. This is a novel board game depicting a recruit enlisting, and by good conduct, exceptional bravery, and competency in active service, going forward rank by rank until the highest position that the army can offer is reached. There are fifty-one colored figures representing the various ranks in the different branches of the military service, the novel feature of this game being that each player has no less than thirteen figures during the course of the game, which are changed from time to time, thus making the promotion very realistic.

Outside sport is represented by a game called "Bags." This is a splendid shilling's worth, and is certainly novel in character, as there are deer, hares, wild duck, pheasants, partridges, and wood pigeons, affording opportunity to the ardent sportsman to insure good sport and heavy bags. The gun consists of a spring and trigger constructed on novel lines in which great accuracy of aim can be attained.

"Where's the King?" is a game of telegraphic character. The players are presumed to be representatives of the leading daily papers, and are anxious to find out for their papers at which of the Royal residences His Imperial Majesty King Edward VII. is residing. The board that accompanies this game is well designed, and is a splendid specimen of the lithographer's art, as it contains portraits of the King and Queen, Duke and Duchess of Cornwall, and Prince Edward of York, besides views of Windsor Castle, Buckingham Palace, Balmoral Castle, Osborne House and Sandringham.

A game with the euphonious title of "Jiggle Joggle," or the Race of the Frogs, is most ingenious, and contains an entirely novel principle, which has been patented. Frogs are raced across the tablecloth. Frogs are driven tandem across the tablecloth. Frogs are made to walk tight ropes, and when proficiency is gained, racing and tandem-driving on tight ropes — the whole producing exciting moments and grotesque movements. With orders for quantities, a novel and attractive shop window mechanical device is supplied.

"Birds, Beasts and Fishes." There are many original and interesting novelties in this game, and from the fact that the mode of scoring is effected by a pointer, which is combined with the board by an ingenious method, none will scruple to buy it for their children.

HARD LINES.

A customer recently asked one of my clerks for a copy of "An Effect in Red," said a prominent bookseller. My clerk looked puzzled and modestly hinted he had never heard of such a book. "Why," explained the customer, "it is by a very popular author—a doctor, I think." Thereupon my clerk handed his interlocutor a copy of Conan Doyle's "A Study in Scarlet." The customer delightedly hailed the book with: "That's it; I knew it was something about red." A little later a lady came to me and said, "I want to get a book that I saw the other day, but I do not know the name of it." I asked for the author, but she did not know that either; I then asked for the publisher's name, but that she also didn't know. I was about to give it up, when she surprised me by saying, "I only know it was bound in yellow." What can you do with such a customer?—Exchange.



THE BARBER & ELLIS CO. LIMITED

DEALERS who handle our celebrated Mercantile Papers and Envelopes always find satisfactory sales

In Society Note Paper

this season, we are showing unequalled lines in our "King Edward VII." and "French Organdie."

Our Prices are Right.
Correspondence Solicited.

43, 45, 47, 49 Bay Street. TORONTO.

Admirers of Froude will wish to know on what lines the forthcoming volume of selections from his writings has been compiled. The volume will be in three sections. One of these is devoted to pieces describing great historical scenes, a, sfor instance, the destruction of the Armada in Ireland. In the second we shall have word portraits by Froude of historical personages like Queen Elizabeth, on the one hand, or Sir Humfrey Gilbert on the other. The third section consists of historical sketches, pure and simple, and miscellaneous papers. "Short Studies" is the particular work by Froude which has been most largely drawn upon for the selections.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL

TOILET PAPER.

RED SEAL.



Positively the Finest Manilla Tissue. Full size, 5x7. Guaranteed 1,000 sheets in each package. Best Value in CANADA

TO SELL TO RETAILER AT $7.00 Per Case.

HOFFMAN.



Extra Quality Manilla Tissue. Sheet 4¾ in. wide. Every roll guaranteed to weigh 10½ oz. Perforated The Hoffman is a Great Big Roll and Exceptionally Good Value for the Money.

TO SELL TO RETAILER AT $5.50 Per Case.

All shapes and grades, with very attractive wrappers, and every one a drawing card.

Before stocking be sure and see samples.

Cut of wrappers and sample of papers cheerfully mailed on application.

GEORGE W. KAYE,
Selling Agent,
503 CARLAW BLDG., 28-30 WELLINGTON ST. W.
TORONTO, ONT.

WESTERN ASSURANCE COMPANY
Incorporated 1851.

Fire and Marine

Capital - -	$2,000,000.00
Assets, over - -	2,900,000.00
Annual Income -	3,000,000.00

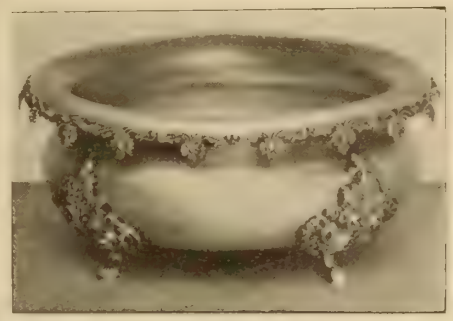
Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

A "Busy" Telephone Line

is a Telephone line in use. If you receive many complaints that your line is always "Busy," it shows that while someone is talking to you someone else wants to talk to you—that your correspondence is too much for your Telephone facilities. For details apply to the local manager.

THE BELL TELEPHONE CO. OF CANADA.



Ridiculously High Prices

If interested in Silverware and Specialties, write for our Illustrated Catalogues. You will be surprised at the beauty of our designs, and our low prices.

The G. WEETON MFG. CO., Confederation Life Bldg., TORONTO.

'GRAND PRIX," PARIS, 1900. The highest possible Award.

JOSEPH GILLOTT'S PENS

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

We are the oldest Manufacturers of :: STYLO. AND FOUNTAIN PENS in Great Britain.

Have been over 20 years in the line and should know something about it.
We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.
To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.
If our patterns are not right for your market, we will make up any style or size to suit requirements.
The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, LONDON, E.C., ENG.

Topics for the Stationer.

HEARD IN TRADE CIRCLES.

THERE is no change in the prices of writing papers, and, at present, there does not seem to be any probability of a change in the near future. In some cheap lines it was expected that there would be an advance, as since the Eddy mills burned none of that kind has been made in Canada. These grades sell for 5 or 6c. a pound in England and the United States. The paper combine, the scarcity of pulp in England and Scotland, and other things tend to stiffen the market somewhat, but the expectations of higher prices have not been realized.

In some cases United States mills are putting up the price of cheap papers, principally those at 10c. per lb. or under, but this is only in a few cases. The advance is made on these because, it is claimed, very little profit is made on them. The same machinery, and almost the same expense is attached to the making of them as to the dearer grades, while the price is much lower. There is no desire to advance the price of papers at 15 or 20c. per lb. There has been no change in the price of such for years.

American mills are predicting an advance in cheaper grades, as the demand for them is very large, and is on the increase, but this may not amount to anything.

The linen cloth-finished writing stationery is growing rapidly in popularity. This provides a smoother surface than the fibre stationery, and yet has the rough appearance that is so well liked in fine writing papeteries. Blue tints are, perhaps, the best, though the white makes a very attractive note, and is selling well.

Rough-finished fibre stationery, however, is the very best selling article there is in the writing stationery line. The fashionable azure blue is the color. Some blues are being put out which are altogether too dark. Dealers should beware of these, as they are not good sellers. They are also shown in lighter shades and white. Care should be taken in displaying these goods in the store. They fade easily, especially in a place where the sun gets at them.

More appreciation is being shown by the public of the way in which fine stationery is put up than has been the case heretofore, and it behooves dealers to make a careful selection of the boxes. Some stationery is so nicely boxed that it will almost sell itself. This is the kind to get hold of, providing the paper is in keeping with the box. Very often it is not.

Sealing wax is being more used than it has for some years. Some people are making quite a fad of it. A good trade can be done in this, if the dainty novelties that are now being put on the market are shown. These can be displayed to great advantage, and usually a good profit can be made on them. They sell particularly well in connection with fine stationery.

While speaking of sealing wax, let me quote a paragraph from the Berlin correspondent of The Stationery Trades Journal, of London, Eng. He says: "Sealing wax has once more become so fashionable of recent years that inventors have begun to take an interest in it. Various contrivances have therefore been constructed in which the sticks had to be inserted for melting. Somebody has now hit on the good idea that it would be best to supply the sticks, or rather the sealing wax, in a kind of casing which makes all the ingenious melting apparatus superfluous. He pours his sealing wax in the course of manufacture in thin metal tubes of the usual thickness and length of the sticks. If the wax is to be used the open end of the tube is held in an upright position in a flame and the required quantity then poured out. The tubes are even made with longitudinal divisions for two or three different colors, but I am afraid that in that case it would require special skill not to produce multi colored seals."

Children's notepaper is being put up in special shapes and sizes, and boxed appropriately, and some wholesale houses are finding an increased demand for it. This means that some stationers are working up a trade along this line. There are a good many novelties in the stationery business that appeal to this trade, and very often it is a trade that, in fact, is ignored. Fancy colored invitation cards are a closely connected line that some dealers make a specialty of, and they are good property if rightly advertised and pushed.

All the English and American stationery trade journals have said, or are saying, that "King Edward has a pretty taste in notepaper. The monogram, which appears in the left hand corner of the new stationery, consists of an Old English E. In the top portion of the E the crown is worked in, and in the lower part are the Roman figures VII. The E is silver in color with a black line outside, and both the crown and the figure VII. in black. 'Windsor Castle' is stamped in black at the head of the paper. King Edward's favorite paper is hand made azure laid, post size, with a slight black border. Queen Alexandra, up to the present, has not selected her official monogram. The late Queen's choice in notepaper, by the way, was silver grey."

A novelty in fine stationery in England is in a maize color, with straw plait edges. The border is fairly broad, in a deeper shade than the rest of the paper, and is embossed to represent straw plait.

NEW GOODS IN THE MARKET.

While on the lookout for new things in writing stationery some late novelties in the Copp, Clark Co.'s struck me as being just the thing for the Christmas trade for presentation purposes. There was a Hurlbut line, put up in quire cabinets, two colors and sizes in each. White was always one color, and it was accompanied by blue, slate green or dove grey. The boxes are well made and attractive. Turkish, Moorish and Imperial cabinets are the names. Whiting's "L'Aiglon" is a line in white and blue tints, with the fashionable linen cloth finish. The envelopes are in the wallet shape, and open at the end. Another line, something the same, is got up in a nicely decorated box, and comes in white, marine blue, dove grey and heliotrope—colors that are now popular in any

Dolls
Toys
Rock Horses
Games
Magic Lanterns
Soldier Suits
Wood Furniture
Toy Watches
Toilet Cases
In Leather and Celluloid

ALL OUR NEW

CHRISTMAS GOODS

now in warehouse. The range of samples is very complete and attractive, and, best of all, no Fancy Prices. If you call and see us you are sure to purchase. All our business done by mail order and personal visits.

Albums
Writing Desks
Photo Frames
Fancy China
5-o'clock Setts
Cups and Saucers
Tea Setts
Water Setts In Glass
Wine Setts In Glass
Liquor Setts

F. & E. W. KELK, 76 YORK ST., TORONTO

The Good Games

KNOWN AS

"Winter Evening Games"

ARE

POPULAR WITH THE PEOPLE.

THE GAMES THAT SELL. LET US HAVE YOUR ORDER.

Our travellers will call and show you this line of **92 GAMES,** or we will be pleased to send you an order sheet on request. Our new catalogue of Fancy Goods gives full description of all our games.

NEW CARD GAMES:
Comrades
Bobs
Rainbow
Maple Leaf
Canadian Authors

NEW BOARD GAMES:
Century
Pretoria
Rainbow Billards
Fort
Ouija

Large Assortment and Best Value
IN
Chessmen, Checkers
Checker Boards
Dominoes, Blocks
Paints, Telescopes
Drawing Slates.

THE COPP, CLARK CO., Limited, 64-66 Front Street West, TORONTO.

TOPICS FOR THE STATIONER—Continued

kind of stationery. Two 25c. lines, in Czarina shape, are the "Mimosa" and "Mimosa Fibre." Silk fibre sells about the best. The shades are white, azure, purple, London Fog, Glenmore blue and rose. Children's cabinets are shown in small-sized note, in cream, white and antique finished. A useful line is one of invitations with envelopes in boxes, 25 of each. They retail for 20 to 50c. A great many lines of visiting cards, including Pirie's and Whiting's makes, are shown. Those of their own make are being sold at a big reduction, 80c. goods being down to 65c.

"Royalty" is the name of a new perfumed sealing wax that is going to be a good thing very shortly. It is put up three sticks in a box, arranged so that no breakage can occur, each box containing different shades of one color. There are sixteen of these series, and some of the shades are very fine. They can be sold very easily. It has been hard to get a good line of sealing wax to retail for 10c. before this, but the "Royalty" will just fill the bill. They sell for 80c. per dozen boxes—as low as anything on the market. Copp, Clark Co. are supplying the trade.

I saw some brands of Pirie's notepaper and papeteries, including Royal Buck, Cloth of Gold, Ancient Scottish, Old English and Old Irish, in Brown Bros.' the other day which were strikingly boxed, and could be displayed well. Hurlbut's Court series is also shown and is selling very well. Some notepapers that will suit the popular trade, being nicely boxed and providing a good writing surface, are the Cymric, Roman, Florentine and Royal Scots. A big shipment of the world-famous Paul E. Wirt fountain pens, just arrived, will doubtless not be long in dwindling to a pretty small stock, such is the demand for this pen. Dennison's Pebbled Passe Partout binding for repairing music, etc., is an article that all dealers can handle profitably. It is most useful for amateur photographers also. A specialty is being made of typewriter supplies, carbon paper—both the ordinary and cobweb—in purple, black, blue, etc., Little's ribbons, which are made to suit any machine, and other goods, all of which being of the best, are selling well. They are the agents for the New Century typewriter, for which they report big sales, due, no doubt, to the many new improvements it contains. A handsome illustrated catalogue of this typewriter can be had by application. The Edison diaphragm mimeograph has been found so simple, and yet capable of doing an immense amount of work, that it is easily accorded the first place.

NEW STATIONERY AGENCY.

Mr. George W. Kaye, for a number of years with W. J. Gage & Co., the well-known stationers, has secured the sole Canadian representation of several large American paper manufactories. These include the Phœnix Toilet Paper Manufacturing Co., of New York, manufacturers of fine toilet paper; the Smith Paper Co., of Lee, Mass., makers of high-grade tissue papers of every description; the Kenyon Paper Co., Baldwinsville, N.Y., fine white and colored tissues; the Pawtucket Glazed Paper Co., of Pawtucket, R.I., glazed and wax papers, and the McDowell Paper Mills, of Philadelphia, manufacturers of fine tissues. The Canadian business of these firms has developed so within the past few years that they have deemed it wise to establish a direct Canadian agency. The business will be carried on directly from the mill to the wholesaler. Mr. Kaye is a popular young business man and in his hands the business will no doubt enjoy a still further increase. His office is at Room 503 Carlaw Building, 28 and 30 Wellington street west, Toronto.

NEW YORK BOOKMEN PAY UP.

Some New York importers, owing to the severe Customs regulations in force for the purpose of exacting the full duty, have voluntarily made advances upon their invoices lest they should be required to pay the penalty equal to the amount of such advances as might be made upon their goods, together with the full duty upon the valuation thus revised.

Among such voluntary advances, perhaps the most noteworthy are in the line of books. One invoice of these goods coming from England was said to have been advanced by the importer to the extent of £175. The original invoice value being £91 was raised to £269, to make correct foreign market value. In justice to the importer of a quite recent entry of these articles which were seized by the Collector on account of their being undervalued in excess of 50 per cent., it was learned that in this particular case there was a misunderstanding on the part of the importer as to the basis upon which the valuation of merchandise was determined for duty assessment. He did not know it to be the wholesale market value at the place from whence the goods were shipped for export to this country when such valuation can be ascertained and in the event that no such valuation is established, that the cost of production with a fair margin for profit was such basis.

Leather Goods.

This is a special and **Great Developed Department** of our business.

We manufacture and have now in stock a very superior line of

**PURSES, WALLETS,
LETTER and CARD CASES,
PORTFOLIOS, MUSIC ROLLS,
PHOTOGRAPH CASES,
DRESSING CASES,
LADIES' WRIST BAGS, Etc.**

Our New Line of

Chatelaine Bags



Now a necessity to every lady.

Surpass anything hitherto made.

We have them in all the

NEW MAKES and STYLES of LEATHER.

**SEAL,
RUSSIA SEAL,
MOROCCO,
WALRUS,
HIPPO.,
RHINO., Etc.**

With the **newest** and **finest** of **frames.**

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

**51-53 Wellington Street West,
TORONTO.**

WANTED.

WANTED TO PURCHASE—Thoroughly established up-to-date Book, Stationery and Wall Paper Business. None but one doing at least $7,000 to $8,000 per annum. Cash trade will be considered. Large town or city in South-Western Ontario perferred. All correspondence confidential. Box 63, BOOKSELLER AND STATIONER, Toronto. (10)

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

WM. BARBER & BROS.
Paper Makers,
GEORGETOWN, - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R BARBER.

MUSIC ORDERS
attended to promptly and satisfactorily.
Headquarters for all the Standard and popular English and American Musical Works.
Anglo Canadian Music Publishers' Assoc'n.
(ASHDOWN'S) Limited
88 Yonge St., Toronto.

The Canadian-American Music Co., Limited,
No. 15 King Street East, TORONTO, ONT.
General Canadian Agents for White-Smith Music Pub. Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearn & Co., Howley, Haviland & Co., H. S. Gordon, T. B. Harms & Co., E. T. Paull Music Co., G. L. Spaulding, F. A. Mills.
Trade only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

TRADE - BOOMERS.

MR. MERCHANT: If **your** business is not paying—if it's slow—**you** are to blame. **Your** business is just what **you** make it. Wherever there is a store and stock there are people, and people are always buying. If they pass **you** it is because they are going to a more up-to-**date** dealer, a man who appears to be in a **live** business. If **you** want to increase **your** trade, write to **me**. I am a **business-builder**. Years of experience as a salesman, merchant, journalist, and at ad-writing, enable me to furnish **you** with a **tonic**. Whoever **you** are, wherever you are—write **me** for particulars.

By Business-Bringers Work Wonders. Write To-Day.

YOURS TRULY,
"My Ad-Writer"
33 Clinton Street, - - TORONTO, ONT.

BAIN BOOK AND STATIONERY CO. TORONTO

G. O. W. BEALL BOOKS, STATIONERY & JEWELERY LINDSAY ONT.

Book Labels
In 5000 lots, **60c a 1000**
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work,—Any Shape, Style or Color—Any wording or design.
EXPRESS PREPAID.
Levy & Co., Toronto
19 Leader Lane.
Label Makers

ALEX. PIRIE & SONS
LIMITED
PAPERMAKERS
MILLS
ABERDEEN, SCOTLAND.
Established over 150 years.
Agencies in all the principal cities of the world. A special feature is the manufacture of
MOURNING STATIONERY AND PAPETERIES
of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

Andrew Whyte & Son, Limited
Wholesale, Export and Manufacturing Stationers
Bothwell Works: **Edinburgh, Scotland.**
Also at **Glasgow, and London.**

Flat Papers of all grades in Canadian sizes.
Printers' and Bookbinders' Material.
Note Papers, Envelopes, Papeteries, Blank Books.

—Sole Canadian Agents for—
"Annandale Polton" Papers:
POLTON AIR-DRIED VELLUM — In Note and Commercial Sizes.
POLTON PATENT LEDGER PAPER — Supersedes Hand-Made and is 25 per cent. cheaper.
"The Library Note"—Our new high-grade Parchment Note Paper, with Envelopes to match.
Samples and Prices on Application

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.
New York Salesroom, 381-383 Broadway.
F. G. THORN, Manager.
509-517 Eastern Ave., **Lynn, Mass., U.S.A.**

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of September, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12421. The Girl and the Butterfly. Song. Words by Arthur J. Lamb. Music by Paul Cohn. Whaley, Royce & Co., Toronto.

12422. Look at Dem Eyes. Song. Words and music by I. Brachman. Whaley, Royce & Co., Toronto.

12423. D'ri and I. By Irving Bachelor. Illustrated by F. C. Yohn. Grant Richards, London.

12424 to 12431 inclusive. Eight musical selections from In Minor Mode, by Reginald de Koven. Church Co., Cincinnati.

12432 to 12437. Six pieces of music registered by The Church Co., Cincinnati, as follows: An English Lullaby; Smile my Lady (serenade); Mighty Lak' a Rose (song); To Anne (song); An African Love Song; At Rest (song).

12438. High School Ancient History Greece and Rome. Canadian edition. By P. V. N. Myers. Copp, Clark Co., Toronto.

12439. Captain Ravenshaw; or, The Maid of Cheapside. A Romance of Elizabethan London. By Robert Neilson Stephens. Illustrated by Howard Pyle. Copp, Clark Co., Toronto.

12440. The Forfar Kindergarten Music Charts. James Edward Forfar, Toronto.

12441. Fraser's Protective Check. Book. Wm. Bruce, Hamilton.

12442. New Elementary Geography. J. N. Miller, Quebec.

12444. Prang's New Graded Course in Drawing for Canadian Schools. In five numbers. W. J. Gage & Co., Toronto.

12445. Carmelita. A Mexican Dance. By L. V. Gustin. Whaley, Royce & Co., Toronto.

12446. The Jack-O-Lantern Man. Song. By Geo. Evans. Whaley, Royce & Co., Toronto.

12447. Mistress Nell. Waltzes. By L. V. Gustin. Whaley, Royce & Co., Toronto.

12448. Recueil de Discours Prepares. Par Marc Sauvalle. C. O. Beauchemin & Fils, Montreal.

12449. Crankshaw's Criminal Code of Canada. By James Crankshaw, B.C.L. Second edition. Camille Theoret, Montreal.

12450. Plan of the Town of Sault Ste. Marie. Joseph Cozens, O.L.S., Sault Ste. Marie, Ont.

12451. Behold What Manner of Love. Anthem. By J. Parnell Morris, F.C.T.M., Lindsay, Ont.

12452. Creole Belles. Rag-Time March. By J. Bodewalt Lampe. Whaley, Royce & Co., Toronto.

12454. The Letter and the Book. By Herbert G. Paull, Toronto.

12455. Reliance Household Account Book. Alexander Stewart, Toronto.

12456. The Yankee in Quebec. By Anson A. Card, Quebec.

12457. The Eternal City. By Hall Caine, Isle of Man.

12460. A Warm Proposition. Cake-Walk March. By James B. Glionna. Harry H. Sparks, Toronto.

12461. Ode on the Coronation of King Edward VII. By George Whitefield Grote, Toronto.

12462. The Duke and Duchess. March and Two-Step. By Cecil J. A. Birkett, Ottawa.

12463. A Modern English Grammar. By Huber Gray Buehler and Pelham Edgar, Ph.D. Morang & Co., Toronto.

12464. Public School History of England and Canada. By W. J. Robertson, B.A., LL.B., and G. U. Hay, Ph.B., D.Sc. Copp, Clark Co., Toronto.

12465. Misty-Land. Lullaby. Words by "Thurl." Music by Cecil J. A. Birkett, Ottawa.

12466. Your Lips Have Said You Love Me. Song. By C. B. Hawley. Church Co., Cincinnati.

12467. A Song of Life. Words by Frank L. Stanton. Music by C. B. Hawley. Church Co., Cincinnati.

12468. Love and I. By C. B. Hawley. Church Co., Cincinnati.

12469. Victor and Other Poems. By M. Stanley Lehigh, Frankville, Ont.

12470. Rose. Words by Arthur Trevelyan. Music by Chas. J. Gebest. Whaley, Royce & Co., Toronto.

12471. National Score Sheet. For the Scoring of the Game of Bridge Whist. Arranged by Walter Read. Warwick Brothers & Rutter, Toronto.

12472. Photograph of the Duke and Duchess of Cornwall and York upon the design of a Maple Leaf. J. C. Clarke, Toronto.

INTERIM COPYRIGHTS

710. Tables for the Rapid Calculation of Stock Values. William B. Leitch, Montreal.

711. The Syllabic System of Shorthand. Robert Boyd, Winnipeg.

712. The Right of Way. By Gilbert Parker. Copp, Clark Co., Toronto.

713. The Secret Orchard. By Agnes and Egerton Castle. McLeod & Allan, Toronto.

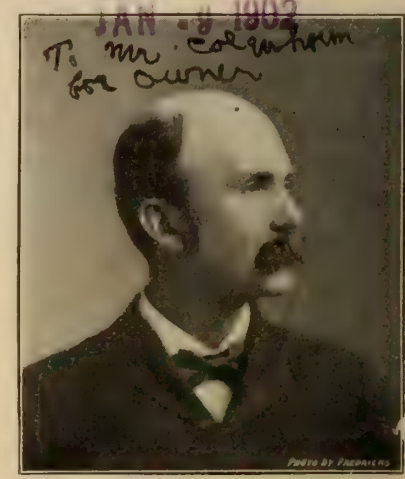
714. Noces d'Argent de la Societe des Artisans Canadiens-Francais, 1876-1901. Par Avila Bourbonniere, Montreal.

A UNITED STATES WRITER IN CANADA.

A BOOK that is arousing a good deal of favorable comment is "My Friend Bill," which has been compared to "David Harum," and not altogether to the advantage of the latter. Of it The Book World says: "It is the best book of light fiction we have ever read," and one is inclined to express the same opinion after following the adventures of Rube and his friend Bill.

The author is Mr. Anson A. Card, who recently became the wonder of Quebec literary men by writing, and having printed and published a book called, "The Yankee in Quebec," after having been in that city for only a week. The book was commenced on August 5, and by September 5 all the copies were sold. This breaks the record in Canada at any rate.

RETURNED
JAN 4 1902



Mr. Anson A. Card.

Mr. Card came from New York to Quebec to purchase railroad ties for the States, and while waiting for the development of the business, he visited the city and outside points of interest. "The Yankee in Quebec" was the result. It appears in the list of Canadian copyrights this month.

This book is written in a careless, happy-go-lucky style, as must be supposed since the writing of it occupied so little time; but it is highly entertaining from beginning to end. Everything is looked upon in a humorous way, and yet one is impressed with the close observation of the author and gratified with his many compliments to Quebec, its people, institutions and everything else connected with the city and Province.

"The Yankee in Quebec" will be read with interest not only by the people of that Province but by all Canadians, who will find much to amuse them in the descriptions of Quebec's various famous points as well as the references to many public men, well known throughout the Dominion. The author was introduced to Lord Minto, Lieutenant-Governor Jette, and other prominent men; and none of them have been left out of the book.

The Emerson Press, 149 Broadway, New York, and The Quebec News Co., 31 Buade street, Quebec, are the publishers.

The MacLEAN PUBLISHING COMPANY
Limited

Trade Newspapers

APR 30 1902 190

Canadian Trade Notes.

GEORGE M. EVEREST, druggist and stationer, Arkona, Ont., is advertising his business for sale.

The assets of J. B. George, stationer, of Ottawa, were sold by the bailiff for rent.

T. E. Acheson, stationer, St. Stephen, N.B., has been burned out; insurance, $1,300.

The stock of L. M. Tupper, lending library, Truro, N.S., has been damaged by fire: insured.

W. Casson, wall paper dealer and printer, Stratford, Ont., has closed out the wall paper business.

A fire in St. Stephen, N.B., destroyed the bookstore of Thos. E. Acheson. Insured for $9,000.

W. A. Hughes, dealer in boots, shoes, and stationery, Dundas, Ont., advertises the boot and shoe business for sale.

Messrs. Lamarche & Benoit have been appointed curators of the estate of Mrs. E. Rivet, fancy goods dealer, Montreal.

McRae Bros. & Smith, stationers and newsdealers, Phoenix, B.C., have moved from their old location on First street to the new store they have just completed on Knob Hill avenue.

J. W. Longley has been appointed permanent liquidator of The Publishers' Syndicate, Limited, Toronto. The business will be kept going for some months and it is hoped all creditors will be paid in full. The shareholders stand to lose a good deal, however. The inspectors are Messrs. J. F. Ellis, G. H. Muntz, and Williamson.

Mr. D. Hills, of Hills & Co., London, Eng., publishers of the "For the Empire" series of Christmas cards, has just taken a tour through Canada on the lookout for new ideas of a local nature to be incorporated into the next year's designs. This series, with the maple leaf designs, etc., has been an immense success, and it is likely to be an even greater one with the new things added.

Mr. A. Hefferman, manager of the entry room of The Copp, Clark Co., Limited, has left that firm to go into the service of Clark Bros., Winnipeg, where the position he takes is one of much responsibility and with good opportunities for further advancement. Before his departure the employes of The Copp, Clark Co. presented him with a travelling companion and a handsome solid leather suitcase.

Mr. Arthur P. Reed, manager and buyer of The Copp, Clark Company's stationery department, is receiving congratulations upon his marriage to Miss Lily Davison, which took place on Saturday, September 28 in St. Thomas' Church, Toronto. Mr. Reed's popularity was shown in the presentation made him by the staff of The Copp, Clark Co., of a set of dining-room furniture, Major Lee, the oldest benedict, making an appropriate address, to which Mr. Reed replied. The members of the firm also presented him with a handsome drawing-room chair. Mr. and Mrs. Reed went on a trip to Chicago and other places, before taking up their residence in Toronto.

NEW CANADIAN BOOKS.

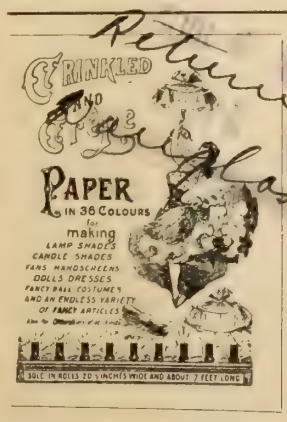
Mr. J. S. Gordon, of Hamilton, who designed the handsome cover of "Mooswa," has executed an exceedingly striking cover for the Canadian edition of Ralph Connor's new story, "The Man From Glengarry." The central feature of the design is the picturesque figure of a log-driver, with pole in hand, at the breaking up of a log-jam. The design will be stamped in gold and colors, and promises to be very pretty and effective. The story itself is exciting extraordinary interest. Unquestionably, it will be the prime favorite for the Christmas trade.

Mr. Heming has really excelled himself in the fine series of illustrations made by him for Mr. Fraser's new animal story, "The Outcasts." We are enabled, by courtesy of the publishers, to reproduce one of the engravings in this number. It is satisfactory to think that such a story could have come from a Canadian pen and had adequate illustration by a Canadian artist. Both author and artist are masters, each in his own field of work, and both in their achievements are reflecting glory upon their native land.

A book of verse of uncommon interest will shortly appear, a collection representative of all parts of the British Dominion, and entitled "Patriotic Song: A Book of English Verse," selected and arranged by Arthur Stanley. It is a volume of some 360 pages, containing 233 poems, representative of England, Wales, Scotland, Ireland, Canada, India, South Africa, Australia and New Zealand. Some thirty pages of notes follow and an alphabetical index. In the Canadian section William Wye Smith, Duncan Anderson, Mrs. Curzon, Dr. Rand, Annie Rothwell Christie, Clive Phillips-Woolley, Chas. G. D. Roberts, W. W. Campbell, F. G. Scott, Francis Sherman, Arthur Stringer, and Stuart Livingston are drawn upon, if not for an adequate, at any rate for a very creditable, representative collection of our patriotic verse. The volume doubtless had its spring in the wave of patriotic and Imperialistic feeling that has swept over the Empire since the outbreak of the Transvaal War. If anything in print can stir the pulse of a Briton this splendid collection of patriotic songs will. The trade will find it a capital holiday book.

In a paragraph that has appeared in some of the papers, Lieut.-Col. Wilkinson is credited with having sold some 1,200 copies of his "Canadian Battlefields and Other Poems," but the colonel writes that he actually has sold 2,243 copies, and he has prospects of disposing of nearly 1,000 more. Who says the age of poesy is past?

A second volume of missionary biographies, under the title of "Messengers of the Churches," has been prepared by the Rev. J. E. Sanderson, and is now in the press. Nearly 2,000 copies of the first volume were issued.



Patriotic Streamers

for the

Royal Visit

In stripes of Red, White and Blue, 6 inches wide and 4 feet long. Also

Crêpe Paper

in same colors, 20 inches wide and 7½ feet long. Crepe Paper makes the cheapest and most effective decorations.

For sale by all Wholesale Stationers.

Wall Paper and Decorations.

PUSHING U S WALL PAPER HERE.

DURING the last month or two we have heard some discussion re the new invasion of the Canadian market by American wall paper. Two or three American houses have sent circulars to the trade offering, apparently, great inducements in the way of flat prices—that is, one price for the pattern combination. Papers as low as 2c. are emphasized with a view of suggesting general low values. We have made some inquiry re the effect of this, and find that the well-posted Canadian buyer has not been influenced. There was a time several years ago when Canadian papers had not attained the excellence of to-day, but since then our manufacturers have made such a successful study of the wants of the trade, and have catered to it both in style and designs, colorings and prices, that no dealer is likely to risk his trade by the introduction of a class of stuff which, as a whole, is in pattern unsuited to replace that which has increased his trade in the past.

Concerning value, a simple calculation will show our home papers to be on an average of 15 per cent. cheaper than the "push" goods at flat prices of the American firms referred to, while a loss of 5 per cent. interest on the cash outlay of 35 per cent. duty must also be debited to the latter.

Take, for instance, a Canadian 5c. gilt made on very superior grounded stock and with No. 1 gold. It shows 18 per cent. based on 100 rolls in combination, and this against American flat rates. Even 3¼c. combinations show 15 per cent. in favor of Canadian paper. It seems to us that the great hope of those very few American houses who are offering goods on this system is based on the "sprat to catch a whale" policy, i.e., that of offering 2 and 2½c. quotations as opposed to our 3c. This is more effective in circulars than in fact, which proves them more than likely to consist of last season's jobs, obviously patterns which did not sell in the United States.

But, even if otherwise, it is a safe proposition to offer a man 5 per cent. on his order less even than cost in order to book 95 per cent. at a higher average, and it may be safely noted that they do no not canvass trade which is likely to limit the orders to low grades.

Thus we find that a general average is what every manufacturer must have, and this is proved by the last Government blue book, which shows an import of over $6,000 less than last year, but an average of 12.16c. per roll, an average far above any Canadian factory attains. Now, there is another point which should appeal to the ordinary dealer. Is it worth his while to close his account with a Canadian company which has his interest at heart, has the ability and is willing to help him expand his business, to force that company into opening a competing account with goods which are here to stay, for the alleged and temporary advantage in a grade of goods which are a bagatelle in comparison with his general order? No, we think not.

***

A PETERBOROUGH PURCHASE.

The purchase of the Turnbull stock of artistic wall paper, window blinds, etc., by Messrs. A. H. Stratton & Co., Peterboro', was made the occasion for a startling reduction sale. The outlook which the Peterboro' bookstore has for wall papers seems capable of absorbing all the local stocks. Such enterprise, while it is specially creditable to Messrs. A. H. Stratton & Co., affords unlooked for advantages to housekeepers at this house decorating season of the year. Prices are as low as 2c., 3c., 5c., and gold papers at 7c., 9c. and 11c.

JAPANESE WALL PAPER.

Mr. John M. Fuller, of Buffalo, who is introducing American wall papers abroad, says: "There is no paper made anywhere like the Japanese paper. The Government controls the factories and the process is a secret one. Americans would drop dead at the thought of paying what the Japanese grandees pay for their wall paper. Thirty dollars a roll is a common price. The paper is forty inches wide, made by hand, heavily embossed, and the relief is filled in from the back. When laid on the wall a hammer can be used on it without destroying the embossing effect. The gold work of it is pure leaf. It stands for half a century, and cleans like a board. There is not a corner on it to turn up and tear. The Japs beat us at that game, but they know nothing about our cheap papers. We have no competitors in that field."

WALL PAPER PRICES IN FRANCE.

A consular report on wall paper in Southern France contains a comparison of prices and tastes which is interesting to Canadian dealers. Writing from Nice, France, the consul says: "I find that a considerable quantity is imported from England and Germany. Manufacturers in Germany are making strenuous efforts to compete with the English and French papers, and are certainly succeeding, as far as cheap grades are concerned. The retail price of what I consider ordinary wall paper varies between 4 cents and 90 cents a roll of 8 meters (8.75 yards) in length, while the price of paper in relief varies from 90 cents to about $3 per roll of similar length. I have no samples or catalogues by which to judge, but my impression is that I have seen American papers at home sold at from 40 to 80 conts per "double roll" that appeared to me heavier of weight, richer of appearance, and more artistic of design than papers here sold at from 80 cents to $1.50 per roll.

"It is always difficult to ascertain from dealers here what they pay for goods, but I have been enabled to obtain information that would warrant my stating that the profit to the retailer, represented by the prices above quoted, varies between 33⅓ and 60 per cent. I am informed that the product known as "Incrusta" is not greatly liked, as being not very durable, and the dealers are anxious to find a substitute for it; nor are the British washable papers specially liked here. The handsome wide borders and wainscoting papers are practically unknown, and should become very popular. English and German papers are shipped here via Bordeaux, and in one case an order required twenty-one days to reach Nice by rail from Bordeaux—more than would be required to ship the goods from New York to Nice direct by sea, at a greatly reduced freight rate. The duty on wall paper is 10 francs ($1.93) per 100 kilograms (220.46 pounds) and the octroi (town duty) is also 10 francs per 100 kilo-

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

THE MAN
WHO HESITATES

TO BUY WALL PAPERS BEFORE INSPECTING
THE WATSON FOSTER LINE
FOR *1902*

IS SAVED BY FAITH

IN THE UNIVERSAL TRADE VERDICT OF TO-DAY, THAT IT CONTAINS BY FAR THE GREATEST VARIETY OF SELF-SELLING, PROFITABLE GOODS, IN ALL GRADES, SUCCESSFULLY MEETING HOME AND FOREIGN COMPETITION, AND BY CONFIDENCE

IN

THE
WATSON, FOSTER CO.

OCTOBER, 1901.

WALL PAPER AND DECORATIONS—Cont'd.

grams. This last duty is paid by French papers as well as by foreign ones. These duties are for all wall papers, irrespective of quality."

"BEARING" PRICES IN THE UNITED STATES.

The gathering of the wall paper clans in New York City at the Gilsey House last month was marked by an exceedingly large attendance of buyers from all parts of the country. It is generally conceded that the market opened up in rather unsatisfactory shape, and on account of the fact that certain materials entering into the manufacture of wall paper (notably paper stock) had undergone some reduction, the buyers started in in a dogged way to bear the market to its lowest point. They shopped around from room to room in the Gilsey with marked persistence without placing orders of any volume for some days. Naturally, under such strain, some of the makers broke down and booked orders at less prices than they could have obtained if they had held out to the end. The new design idea was rampant throughout the entire showing of all manufacturers. New designs by the score were shown by all the makers and the number of variations of each pattern was unusually large. There was a great deal of talk in the lobby of the hotel to the effect that it would be impossible for certain factories to last for six months longer under the present methods of conducting business. Most of the wall paper factories are patrons of the paper trust, and this corporation is in no sense accommodating to its customers.—American Carpet and Upholstery Journal.

MR. FRASER'S RECOVERY.

Mr. W. A. Fraser, we are glad to learn, has recovered sufficiently from the results of his recent operation to be able to leave for his home in Georgetown. The operation—performed by Dr. Cotton—proved to be a much more serious one than was anticipated; indeed, it was the opinion of the surgeons, that had it been delayed a week or two later the excision of the appendix would, in all probability, have involved fatal consequences. Mr. Fraser's native grit and wiry constitution enabled him to rally when many another would have succumbed.

His numerous friends, and the many thousands of readers of his books as well, will be glad to know that Mr. Fraser will soon be able to resume his literary work, in which he bids fair to gain higher laurels even than those already won.

INDEX TO ADVERTISEMENTS.

	Page.
Anglo Canadian Music Pub. Assn	19
Barber & Bros., Wm	19
Barber & Ellis Co., Limited	14
Bell Telephone Co	15
Briggs, William	8
Brown Bros., Limited	8, 18
Buntin, Gillies & Co.	Outside back cover
Burge, Warren & Ridgley	15
Canadian-American Music Co.	19
Confederation Life Association.	Outside [illegible] over
Cooper, Dennison & Walkden.	Inside [illegible] cover
Copp, Clark Co., Limited, The	2, 9, 17
Crowe'l & Co., T. Y	7
Curry, George	8
Desbarats Advertising Agency	15
Dixon Crucible Co., Jos	Front cover
Gage & Co., Limited, W. J	1
Gillott, Joseph	15
Hyde & Co	Outside back cover
Kaye, Geo. W	15
Kelk, F. & E. W	17
Levy & Co	19
Long, R. J.	19
Lyman, Henry L	21
Morang & Co., Geo. N.	1
Morton, Phillips & Co.	8
Nerlich & Co	13
Partridge & Co., S. W	1
Payson's Indelible Ink	19
Pirie & Sons, Limited, Alex.	19
Roberts' Advertising Agency	19
Standard Crayon Co	19
Stauntons, Limited	24
Turkish Steel Pen Co	8
Warwick Bros. & Rutter	Inside front cover
Watson, Foster Co., Limited, The	23
Weeton Mfg. Co., The Geo.	15
Western Assurance Co	15
Whyte & Sons, Andrew	19

STAUNTONS

The "All-Canadian" Line for 1902—made specially for the Canadian trade—artistic designs—exceptional color effects—the greatest wall paper values that we've ever had to show to the Canadian trade. If you haven't ordered drop a card for sample books---or ask to have our traveller go to see you.

STAUNTONS LIMITED

Formerly
M. STAUNTON & CO.

TORONTO.

WALL PAPERS

FACTORY FOUNDED A.D. 1735

WALKDEN'S

FACTORY REBUILT 1892

WRITING INKS



SCIENTIFICALLY MANUFACTURED IN THE OLDEST ESTABLISHED INK FACTORY IN THE WORLD.

BLUE BLACK, COPYING, SCARLET,
EXTRA BLACK, JAPAN, FANCY COLORS

IN STONE OR GLASS BOTTLES.

"MELANYL" MARKING INK

WARRANTED INDELIBLE AND HARMLESS ON ANY FABRIC. REQUIRES NO HEATING.

SEALING WAX

IN ALL QUALITIES OF LETTER, PARCEL, BOTTLING AND DRUGGISTS' WAX.

"VICTORIA" "ROYAL CROWN" "BANK OF ENGLAND"
The three finest qualities of Letter Wax made.

FANCY COLORED WAX A SPECIALTY. SIXTY EXQUISITE AND DELICATE SHADES.
Put up in various sizes of sticks.

PARCHMENTS AND VELLUMS

OF EVERY DESCRIPTION FOR WRITING AND BINDING. CONTRACTORS TO H.M. GOVERNMENT.

QUILL PENS, NIBS AND TOOTH PICKS.

ILLUSTRATED CATALOGUE, SAMPLES AND TERMS ON APPLICATION.

WALKDEN'S INKS CAN BE OBTAINED OF
THE COPP, CLARK CO., TORONTO.

MANUFACTURERS:

COOPER, DENNISON & WALKDEN, LIMITED
St. Bride Street, E.C., and Verney Road, S.E., LONDON.

We have sold over twice the quantity

Of —

Dimity Stationery

that we thought we could dispose of.

We have another large lot coming through and will be able to fill all orders promptly.

Buntin, Gillies & Co., - Hamilton.

MONTREAL OFFICE:
No. 21 Mechanics' Building,
St. James Street.

HYDE & CO'S

"BRITISH EMPIRE"

Writing Inks, Sealing Wax and Gum.



Original Makers of the ....
"Bank of England"
and
Prize Medal India Wax
for Hot Climates.

Banker's Black,
Blue-Black Writing and Copying Inks
And the Celebrated Hindoo
Red Ink.

Makers of every description of Sealing Wax, including the well-known brands :

"Hyde's No. 1," "Imperial"
"Colonial," "Victoria," etc.

ST. BRIDE ST., LONDON, ENG.

REPRESENTATIVE IN CANADA:
Mr. Wm. MacPherson, 173 Madison Ave., Toronto,
from whom all particulars can be obtained.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

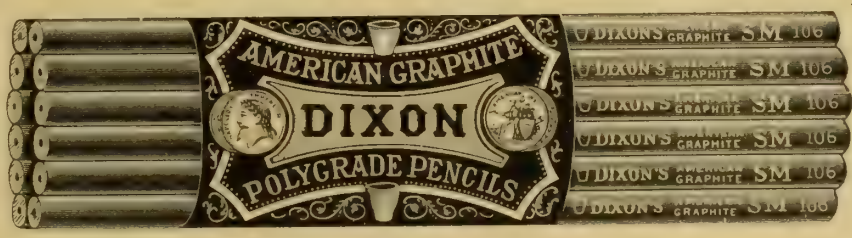
Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.
W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.
W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE. - TORONTO.

BOOKSELLER AND STATIONER

NOVEMBER



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

BOOKS, STATIONERY

FANCY GOODS, ETC.

THE McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL.

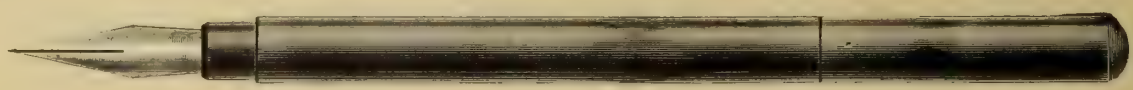
A.H. HOWARD - DESIGNER

"Little things make the big."

Fountain Pens

We are anxious to make this branch of your business mutually advantageous and remunerative, and with this end in view are offering a selection of the best goods manufactured.

Our Specials are:



UNIVERSITY—Retail 75 cents each.



PERFECT—Retail $1.00.



REGAL—Retail $1.25.



CENTURY, Gold Mounted—Retail $1.50.



PARKER JOINTLESS—Showing Curve Feed and Spring Lock.



PARKER LUCKY CURVE—Retail $2.00 to $10.00 each.

The **Parker Lucky Curve** Pen is made in all widths and sizes to suit every style of writing, and contains three new **Patented Improvements:**

Anti-Break Cap — Lucky Curve Feed — Spring Lock.

CATALOGUES AND DISCOUNTS MAILED ON REQUEST.

Warwick Bro's & Rutter,

Manufacturing and Importing Stationers,

TORONTO.

Returned NOV 21 1901 Mfg. 23/3/00

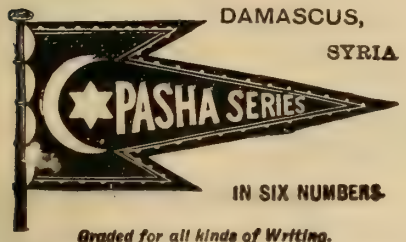
RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter TORONTO

Standard Commercial Works.

Matte's Interest Tables,

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ⅛ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ¼ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ⅛ per cent. rates. By CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 11¼ x 9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables; by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

SOME TITLES FROM MORANG'S HOLIDAY LIST

Bob, Son of Battle.

By Alfred Ollivant. Holiday edition with illustrations taken from drawings made specially for this edition ..... Cloth, **$1.50**

Bob, the Story of our Mocking Bird.

By Sidney Lanier. Illustrated by A. R. Dugmore..... Cloth, **$1.50**

John Foster: A Child of Nature.

By Hamilton Wright Mabie. Decorated borders. Cloth, illustrated..... **$2.00**

Silas Marner.

By George Eliot. Crown 8vo, cloth, with 60 illustrations by Reginald Birch..... **$2.00**

My Study Fire.

By Hamilton Wright Mabie. Illustrated edition with drawings by Maude and Genevieve Cowles. Crown 8vo, cloth **$2.00**

In the Forest of Arden.

By Hamilton Wright Mabie, author of "Essays on Work and Culture," "My Study Fire," etc. Large crown 8vo, cloth and gold, gilt top, decorated by Will H. Low. Edition de Luxe..... **$2.25**

The Poems of Archibald Lampman.

Edited with a Memoir by **Duncan Campbell Scott.** Crown 8vo..... **$2.00**
Also a limited number bound in two volumes, cloth, gilt top, paper label, boxed; a very tasty gift set. Price, per set..... **$2.00**

The Life and Letters of Sir John Everett Millais,

President of the Royal Academy. By his son, **J. G. Millais.** With 319 illustrations, including 9 photogravures Complete in two volumes. Cloth, gilt top, boxed, **$6.00**

The Scarlet Letter. Hawthorne.

Robinson Crusoe. Defoe.

Tom Brown's School Days. Thos. Hughes.

A Sentimental Journey. Sterne.

Four volumes of Morang's classical series, handsomely decorated and printed in two colors throughout. Cloth, each..... **$1.50**

Nineteen Hundred and Two.

A Canadian Calendar with pictured things of Canadian sports. Crown 4to, with ornamental cover designed by R. Weir Crouch..... **35c.**

Shifting Scenes, or Memories of Many Men in Many Lands.

By The Right Honorable Sir Edward Malet, G.C.B., G.C.M.G...... Cloth, **$1.50**

Rip Van Winkle.

A new edition of the play, by **Joseph Jefferson,** with very handsomely decorated cover, plate paper throughout, with illustrations. Crown octavo, cloth, gilt top, **$2.50**

Bird Neighbors.

Game Birds and Birds of Prey.

By Neltje Blanchan. Containing 100 beautifully colored photogravure plates and description of over 300 of North-American birds. Crown 4to, cloth, each **$2.25**

Bird Homes.

By A. R. Dugmore. The nests, eggs and breeding habits of birds breeding in Canada and the Eastern States. Crown 4to, cloth **$2.00**

Geo. N. Morang & Co., Limited, 90 Wellington St. W., Toronto

? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ? — ?

ENQUIRY

TO THE TRADE:

TIMELY TELLING OF ARTICLES

FOR

The Question ? Have you Ordered

SEASONABLE SELLING.

If not, then order these:

GAMES ? Do You Know

The Good Games known as "WINTER EVENING GAMES" are POPULAR WITH THE PEOPLE.

Send for list of 92 Games.

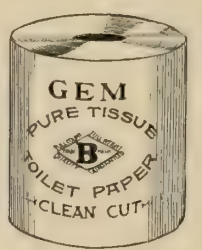
XMAS CARDS ?

CANADIAN AGENTS FOR

Hill's "For The Empire" Series.
Castell Bros.
Davidson Bros.

Let us make you up a nice assortment from these.

TOILET PAPERS ?



10 cents per Dozen.
$3.00 per Case.



40 cents per Dozen.
$3.00 per Case.



70 cents per Dozen.
$5.00 per Case.



60 cents per Dozen.
$4.50 per Case.

FANCY GOODS ?

ODDS AND ENDS TO CLEAR
AT LIBERAL DISCOUNTS.

Photograph, Scrap, Autograph Albums,
Frames, Medalions, Inks, Paper Weights.

PAPETERIES ?

NEW LINES JUST RECEIVED.

The Firth, Watteau, Rustic Posy, Indian Linen, Venetian, Queen's Damask, Little Letters for Little People, Juvenile Papeteries; Imperial Cabinet, 3-quire box containing 3 sizes.

RETURNED DEC 12 1901

THE COPP, CLARK COMPANY, LIMITED

64-66 Front Street West, TORONTO.

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, NOVEMBER, 1901. No. 11.

Topics for the Bookseller.

MONTREAL'S OPINION ON THE NET PRICE SYSTEM.

DURING the past two weeks a petition was circulated among the Montreal book trade, and signed by a fair proportion of its members, asking the Canadian book publishers to take means to adopt a net-price system. They were to be asked to bind themselves into associations that would force all retailers to sign a declaration that they would preserve the face value of newly-published works before they could get stocks, and that any who should violate this pledge should be blacklisted until he should renew his contract. The majority in the trade consider such a scheme feasible; all consider it desirable. But it was finally decided not to do anything in the matter, as it was considered futile to urge the publishers in this manner. The publishers are well acquainted with the dire position in which the bookseller finds himself located to-day; they do not need to have the facts drawn to their attention. The retailers are thoroughly convinced that the first step towards an amelioration of their existing grievances must be made by the publishers.

***

Mr. Grafton regards the matter very seriously, going so far as to say that if things don't mend the bookseller must ultimately go out of business. All the regular paper novels are now being sold on St. James street at 65c., and, it is his opinion, that on a 20 per cent. profit a bookseller must go into insolvency some time or other. If he is crowded out of business, the publisher will find his trade seriously wrecked, for it is the bookman who does the selling of the modern book, except in the case of a work by a well-known author. Advertising will not take the place of the retailers' talk nor the book display; the department store furnishes neither. In his opinion, then, it behooves the publishers to make a move and try to remedy the price-cutting evil. It would seem to be a very simple matter to change the general price from 65 to 75c., for no one gains over the other by giving the 10c. discount. All that the situation requires is a little action. Mr. Grafton believes in the feasibility of forcing retailers to take the full value of the book. At times there may be a "bolter," but he thinks all retailers are so disgusted with the present state of affairs that transgressions would be few. Certainly, price breakings would be easily detected, and the combined strength of a publishers' association ought to bring the wayward into line without much delay.

***

Mr. E. M. Renouf expressed himself strongly in favor of the net price system, but believed the initiative should be taken by the publishers. He thought that the publishers should call a meeting in Toronto and have retail representatives attend from leading centres. There, the matter could be threshed out in all its details, and he felt sure that some arrangement might be devised whereby the existing grievances could be largely removed. Till the publishers take action the retailers can do nothing.

Mr. Foster Brown says that he has given up trying to have arrangements made in regard to prices among the retailers. They won't keep their promises, and the only thing that remains for us to do is to get the publishers to keep them in line.

"Do you expect them to give you a net-price system and enforce it?"

"No; they don't seem to realize the necessity of protecting the booksellers, and till they feel the stringency of a dearth of bookstores they will not likely take steps to prolong their existence. There is no doubt that the present business tendencies are killing the bookstore trade, and the only means of preserving it lies through some such system as BOOKSELLER AND STATIONER has suggested.

***

Mr. Wm. Drysdale said: "I quite approve of the idea of a net-price system, and believe that for the object it is intended, to do away with competitive price cutting among the retailers, it is the only proper thing. Some difficulty might be found in its operation in the case of books that do not prove popular and must be forced by low prices, as was the case with Malet's "Gateless Barrier," but due provision can surely be made for such cases in the constitution of the system. I strongly approve of urging the publishers to take the matter up; they should form an association and confer with the retailers."

***

Mr. J. Henderson, of Peel street, spoke strongly in favor of a net-price system. "As yet I have not reduced any of my prices, but nevertheless I feel the price-cutting that is going on and would like to see it stopped. The retailer is not getting his fair profit when he sells the current novel under 75 cents."

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of October, 1901

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12176. Twilight Hour. Sacred Song. Words and music by Ernest S. Robson, Westminster, B.C.

12177. Kim. By Rudyard Kipling. Elms, Rottingdean, Sussex, Eng.

12178. Canadian Standard Bookkeeping. By J. W. Westervelt, A. Blanchard, C.A., J. W. Westervelt, jr., and D. Hoskins, C.A. The Federated Business Colleges of Ontario, Limited, Toronto.

12479. Yukon Council versus Luella Day McConnell. Photo. Joseph A. Clarke, Dawson.

12480 to 12482. Photos of the Duke and Duchess of Cornwall and York. Notman, Montreal.

12483. The Isle of the Massacre. Book. By William Carson Woods, Toronto.

12490. Bits of Old England : Calendar, 1902. Norman Macmillan Hinshelwood, Montreal.

12491. Bits of Old England : Calendar, 1902. One card. Norman Macmillan Hinshelwood, Montreal.

12492. Montreal in Winter and in Summer : Calendar, 1902. Norman Macmillan Hinshelwood, Montreal.

12493 and 12494. The Royal Party at Government House, Ottawa. Photos. William J. Topley, Ottawa.

12495. Circumstance. By S. Weir Mitchell, M.D. Copp, Clark Co., Toronto.

12496. The Cavalier. By George W. Cable. Copp, Clark Co., Toronto.

12497. Latin Prose composition. By R. A. Little. Copp, Clark Co., Toronto.

12498. The Royal Party at Rockliffe. Photo. William J. Topley, Ottawa.

12499. The Garden of Eden. Song. Words and music by Spencer Adams. The Vandersloot Music Co., Williamsport, Pa.

12500. Bulman Bros. & Co. Collection System. Form. Bulman Bros. & Co., Winnipeg.

12501. Lovell's Montreal Directory, 1901 1902. John Lovell & Son, Montreal.

12502. The New Household Manual and Ladies' Companion. Robert A. H. Morrow, St. John, N.B.

11503. Duke's Visit, 21st September, 1901—Presentation of Medals by the Duke. Photo. A. G. Pittaway, Ottawa.

12504. Duke's Visit, 21st September, 1901 Royal Party at Lacrosse Match. Photo. A. G. Pittaway, Ottawa.

12505. The Outcasts. By W. A. Fraser. Illustrated by Arthur Heming. William Briggs, Toronto.

12506. Victoire du Dr. Sanche sur la Maladie. Pamphlet. Dr. H. Sanche & Co., Montreal.

12507. The Right of Way. By Gilbert Parker, London, Eng.

12508. Young Barbarians. By Ian MacLaren. John Watson. Copp, Clark Co., Toronto.

12509. The Secret Orchard By Agnes and Egerton Castle. Illustrated by Chas. D. Williams. McLeod & Allen, Toronto.

12510. Sermon by Dr. Talmage, bearing date October 13, 1901, "What of the Night." Toronto Type Foundry Co., Limited, Toronto.

12511. National Songs. The London Printing and Lithographing Co., Limited, London, Ont.

12512. The Old Voyageur. Photo. John W. Bald, Midland, Ont.

12513. The Royal Canoe. Photo. J. Hopkins Wilson, Ottawa.

12515. Outlines of Nature Lessons for Grade VIII. and Advanced Pupils in Country Schools. By John Brittain. J. & A. McMillan, St. John, N.B.

12516. Outlines of Lessons in Elementary Physics and Chemistry for First-Year Students at Normal School. By John Brittain. J. & A. McMillan, St. John, N.B.

12517. "X" re Prevention of Bad Debts. Form. W. H. Gardiner, Toronto.

12518. "Z" re Prevention of Bad Debts. Form. W. H. Gardiner, Toronto.

12519. Conservatory Sight - Singing Method. By A. F. Cringan, Mus. Bac. Whaley, Royce & Co., Toronto.

12520 to 12524. Photos of the Royal Visit to Winnipeg. R. F. G. Burgess, Winnipeg.

12525. Synoptical French Grammar. Book. By J. M. Lanos. A. & W. Mac Kinlay, Halifax.

12526. The Nineteenth Century Series—Wars of the Century and the Development of Military Science. Book. By Oscar Browning, M.A. The Bradley-Garretson Co., Limited, Toronto.

12527. New Canterbury Tales. By Maurice Hewlett. Copp, Clark Co., Toronto.

12528. Ancient Science or Secrets of Pyramids, Walls and Temples. By Dugald Macdonald, Mount Royal Vale, Que.

12529. Maudie Modest. Song. Words by Robert Westfall. Music by Chauncey Haines. Whaley, Royce & Co., Toronto.

12530. Multiple Copy Export Bills of Lading. Murray Printing Co., Toronto.

12531. A Persuasive Word. Sermon of Dr. Talmage, dated 20th October, 1901. William Bailey, Toronto.

12532. Queen's Own Rifles, at Toronto Armouries. Photo. Frank W. Micklethwaite, Toronto.

12533. The Royal Party at Niagara-on-the-Lake. Photo. Alexander Galbraith, Toronto.

12534. The Silent Drummer Price List : June, July and August, 1901. The W. H. Steele Co., Limited, Toronto.

12535. A Hymn. Words and music by Milton H. Kohn. Arranged by Lee Orean Smith. Whaley, Royce & Co., Toronto.

12536. Cleo. Words by George Totten Smith. Music by Warner Crosby. Whaley, Royce & Co., Toronto.

12537. Honey, Honey, Gal Be Mine. Words and Music by Dorothea Hewlett. Whaley, Royce & Co., Toronto.

12538. Close Dat Eye. A Negro Lullaby. Words by Jack P. MacSweeny. Music by Lee Orean Smith. Whaley, Royce & Co., Toronto.

12539. Map of the City of Saint John, New Brunswick. McAlpine Publishing Co., Halifax, N.S.

12541. Carrolli Waltzes. By Herman Chesley. W. H. Hodgins, Toronto.

12542. The Ghost of Rastus. Cake Walk and Two-Step. By Fred Vincy. W. H. Hodgins, Toronto.

12543. The Benefactress. By the author of Elizabeth and Her German Garden. Copp, Clark Co., Toronto.

12544. I'm Living Different Now. Words and music by Irving Jones. Whaley, Royce & Co., Toronto.

12545. My Fairy Coon. Serenade. Words and music by Thomas Chilvers. Whaley, Royce & Co., Toronto.

12546. Bookkeeping for Joint Stock Companies. By David Hoskins, C.A. The Federated Business Colleges of Ontario, Limited, Hamilton, Ont.

12517. Sweet Influences. Sermon of Dr. Talmage, dated 27th October, 1901. William Bailey, Toronto.

12548. Jesus-Christ : Son Enfance, Sa Doctrine, Sa Passion. Rev. Alexandre Nunesvais, Quebec.

12549. Hay Bay. Photo. J. W. Bald, Midland, Ont.

12550. Shamrock Lacrosse Club. Champions of the World, 1901 and 1902. N. P. Mallette & Co., Montreal.

12551. The Big Bonanza Catalogue. Johnston & Co., Toronto.

12553. The Visit of Their Royal Highnesses the Duke and Duchess of Cornwall and York to Canada, 1901 :—His Royal Highness the Duke of Cornwall and York, Government House, Toronto, October 11, 1901. Photo. The Carbon Studio, Toronto.

12554. The Visit of Their Royal Highnesses the Duke and Duchess of Cornwall and York to Canada, 1901 :—The Royal Party at Government House, Toronto, 11th October, 1901. Photo. The Carbon Studio, Toronto.

12555. The New Covenant : A Lost Secret. By Mrs. Anna Ross, Ottawa.

12557. The Pinkerton Index, Form No. 5 Robert Dennis Richardson, Winnipeg.

12558. Methode d'Elocution et de Declamation. Par P. Colonnier. Cours Elementaire. Paul Colonnier, Montreal.

12559. Good Lord, Remember Me. Words by Rev. Thomas Haweies. J. Humfrey Anger, Toronto.

12560. The Shade of the Palm. Song from the Musical Comedy : Floradora. By Owen Hall. Music by Leslie Stuart. Anglo-Canadian Music Publishers' Association, London, Eng.

12561. Oh ! Who Would Not Be Irish ? Words and music by D'Arcy Hinds. Leonard Hinds, Toronto.

12562. The Octimal System of Notation and Numeration. By Geo. H. Cooper. Book. George H. Cooper, New Westminster, B.C.

12563. Cripple John's Hard Fate. By John Easton. Pamphlet. John Easton, Mohawk, Ont.

12565. Sermon of Dr. Talmage, "The Earth's Circle," dated November 3, 1901. William Baily, Toronto.

12564. Happy Home on Wheels. Song. John Easton, Mohawk, Ont.

INTERIM COPYRIGHTS.

715. The Outcasts. By W. A. Fraser. Book. William Briggs, Toronto.

716. New Canterbury Tales. By Maurice Hewlett. Copp, Clark Co., Toronto.

717. The Benefactress. By the author of Elizabeth and Her German Garden. Copp, Clark Co., Toronto.

718. Mariette. A Maid of Venice. Book. By F. Marion Crawford. Copp, Clark Co., Toronto.

719. The Man From Glengarry. A tale of the Ottawa. By Ralph Connor. Westminster Co., Toronto.

Books and Periodicals.

The Copp, Clark Co.'s List.

OF these publishers' recent books, "The Right of Way," by Gilbert Parker, is perhaps foremost. It is selling well all over Canada. The critics receive it with favor. The English critics are especially cordial in their praise, as may be seen from the following :

Ladies' Field—"'The Right of Way' is vivid, picturesque, full of incident, and through it there runs a more serious purpose, accompanied by a more genial humanity, than Mr. Parker has yet embodied in his work. He has nowhere excelled the charm and depth of feeling with which he has depicted the beautiful Rosalie and the good old cure."

The Yorkshire Daily Post—"It would not be adequate praise, we think, to say less of 'The Right of Way' than that it is a great novel. If there are still people who would deny to the novelist his right and duty to deal with the highest problems of life and love and death, this book should silence them."

Scarborough Post—"The story is charmingly told, and the fierce struggles in the hearts of Charley and Rosalie are finely portrayed. 'The Right of Way' is a book to read, not to rush through."

Peterborough Standard—"'The Right of Way,' by Gilbert Parker, M.P., is undoubtedly one of the strongest books ever written by the author. It is distinctly a novel to read."

No novel of the American Civil War has more strongly portrayed the terrible scenes of the campaigns in the South than George W. Cable in "The Cavalier." There is not a page in the book lacking in intense interest. It is full of rapid movement. The hero is Ned Ferry, a Confederate scout, and the heroine Charlotte Oliver, a newspaper correspondent. The story of their courtship and marrage relieves the story of its tragic features.

For humor and insight into German social life—from an English girl's point of view—commend "The Benefactress" to readers, especially women readers. After years of dependence upon relatives the heroine inherits a German estate and decides to open her home to a few impoverished ladies who, like herself, had found the bread of dependence bitter. She makes all kinds of mistakes and is involved in all kinds of difficulties. The story is amusing and instructive.

The "New Canterbury Tales" by Maurice Hewlett are—for variety and quaintness—in a class by themselves. The conception itself is good. They are not like the average short stories, because there is a connecting view of interest in the travellers who tell them. There is more of the modern atmosphere about the writing than we find in Mr. Hewlett's famous books "The Forest Lovers" and "Richard Yea-and-Nay." The book is one that will captivate readers of both sex.

In Canadian historical novels history is sometimes apt to be sandwitched in with rather thin layers of fiction. This is not so with "The Road to Frontenac," by Samuel Merwin. It is a lively, realistic story of Canada during the French occupation. The studies of Indian character are good. There is an evening or two's thorough enjoyment in the tale.

Two forthcoming books that are bound to take well are Marion Crawford's "Marietta : A Maid of Venice" and "God Wills It," by W. G. Davis. Mr. Crawford's novel is a captivating story of Venice in the 15th century and he has made a close study of the social and industrial conditions of the time. One realizes what this means in a writer of his charm of style and adequacy of treatment. "God Wills It" is by the author of that much-admired book, "A Friend to Cæsar." It is a tale of the first crusade and a critic says of it : "There is an element of Oriental gold and glitter, a flavor of 'The Arabian Nights,' an air of western feudalism, chivalry, romantic devotion to duty, a certain tinge of barbarism, yet a spirit of heroism and deeply religious faith pervading all." There are eight illustrations and 552 pages in the book.

COPP, CLARK'S HOLIDAY BOOKS.

Two new attractive books for the holidays will be found in "Amos Judd," by J. A. Mitchell, and "The Ruling Passion," by Henry Van Dyke. Their appearance is enticing, many tinted illustrations, fine paper, dainty binding. They are in cloth at $1.50. The first is a pretty love story ; the second deals with the French-Canadian habitant. Both should do well in Canada. In the same list will be found that ever-charming book "The Kentucky Cardinal," by J. L. Allan, and "Wanted—A Match-maker," by P. L. Ford, both works in holiday attire and both already known as good Christmas sellers.

The three new Henty books this year are "With Roberts to Pretoria," "At the Point of the Bayonet," "To Herat and Cabul." In the first we have a noble tale of the Boer War. The second relates to the Mahratta War in the British conquest of India. The third is a story of the first Afghan War. The three books are equal to any of Mr. Henty's previous works.

Morang & Co.'s List.

"The Eternal City" continues to have its immense sale. Few books have been so well advertised. Morang & Co. are now on the third edition. While the book appeals especially to Protestants, it has not given offence to Roman Catholics, and the curiosity concerning it seems to pervade the ranks of both churches. The sale of the cloth edition has been unusually large, and the publishers are making a swell Christmas book of it with gilt top and deckle-edge paper, but those who prefer the trimmed edges can also get that.

"Kim" promises to be the largest seller in Canada of any of Kipling's works. The critics write in the warmest praise of its merits. It is a wonderful romance of modern India, such as no other living writer could have written.

A quartette of novels which Morang & Co. have issued appeal to a wide variety of tastes. They are : 1. The "Alien," by F. F. Montressor, is a capital story, the scenes partly in England and partly in South America ; the love of a mother for a prodigal, the self-sacrifice of a woman, and the mingled motives of an adventurer, are all sketched with delicacy, penetration and grasp. 2. "The Lady of Lynn," by Sir Walter Besant, is a charming English story of the 18th century, describing the plot of a London rake to get possession of the fortune of an orphan heiress whose wealth is in ships and who is innocent of town ways. 3. "Love Idylls," by S. R. Crockett, are in his delightful vein of sentiment. 4. "The Quiberon Touch," by C. T. Brady, brings in the taking of Quebec by Wolfe in 1759, the hero being an English naval officer, and the famous battle is fully described. The hero goes to England and takes part in the fight at Quiberon Bay. There is a love story running through the tale.

Another notable work of fiction is Mrs. Heaven's "An Idol of Bronze," which will be ready November 10, and which will appeal to Canadian readers from the residence in Canada of this talented lady,

BOOKS AND PERIODICALS—Continued.

whose previous work, published by Roberts, of Boston, met with a decided success. The present story deals with Mexican life, with which Mrs. Heaven is thoroughly familiar, and illustrates the effect on Mexican social conditions to-day by the opening of railways and other modern invasions of an old civilization. The cover design is by the authoress herself, and the drawings are by her daughter, who has studied art in Spain and France, and who is well equipped for studies in Spanish-Mexican types.

Several books having a special attraction for the holiday trade may be expected from Morang & Co. For instance, a new edition of Col. Denison's "Soldiering in Canada" will issue in cloth at $1.50. This is a capital book for a Christmas gift, and can easily be sold by dealers who realize its quality for Christmas sale at this price.

Also in line for holiday trade is Ernest Seton Thompson's new work, "Lives of the Hunted." This beautiful book is equal to any of its predecessors and has all the power which made them so famous. Krag the Kootenay ram, Randy the cock sparrow, Johnny Bear and others figure in these pages and are just as interesting as the other wild animals the author (who, by the way, thinks of calling himself Seton in future) has known. The book has the marginal drawings, the full page illustrations, the fine paper and type which make it an ideal gift book. The book was issued October 20 and in two weeks a second edition was called for. "The Wild Animal Play" and "Bird Portraits" by the same author are also capital numbers for Christmas.

Another special item in the Morang list is the "Life of Sir John Millais," one of the most sumptuous works ever offered in Canada, and enriched with numerous illustrations and engravings from the great artist's paintings. The book is in two volumes. It was first issued here at $9 (the English price being $10), but Morang & Co. are now giving the same edition for $6, which constitutes a veritable snap for holiday trade.

Mention should also be made of "Shifting Scenes," Sir E. Malet's delightful book of reminiscences in the diplomatic service. It abounds with good stories of Sir Edward's experience when stationed at Washington, Paris, Constantinople and Berlin, and is as lively as any novel.

Fleming H. Revell Co.'s List.

The Revell Company announce the early publication of part three, completing the "Twentieth Century New Testament." The remarkable success of this book is seen in the statement of many booksellers that "it sells faster than any novel." Its peculiarity is that it is not a paraphrase, but a genuine translation by eminent scholars, direct from the best Greek text, into simple modern English. All words and phrases not used in the English of to-day, are excluded. The first two parts include "The Gospels and the Acts" and "Paul's Letters to the Churches" the third part "Remaining Letters and the Book of Revelation."

The outlook in China is dealt with in a new book by Dr. Arthur H. Smith. He has remained in Peking, and in "China in Convulsion" he gives not merely the story of the famous siege, but the whole history of the movement of which the siege was the climax. He has gone into the subject thoroughly, in all its different phases, and has given special attention to one subject overlooked by many writers. He depicts very clearly and forcibly the situation in the Chinese Christian Church, pays a glowing tribute to its faithfulness and devotion and predicts for it increased influence in the Empire. The Revells are getting the book out in two handsome volumes, superbly illustrated and with the finest maps and charts.

A notable achievement in bookmaking was the printing and binding in a single week of 70,000 copies of Evangelist E. P. Hammond's book on the conversion of children, and the distribution of 60,000 copies to the ministers and Sunday-school superintendents of the United States and Canada. This was done by the Fleming H. Revell Company through its Chicago house, and at the special instance of a lawyer of New York City.

To teach the Bible to young children is a question which Mrs. Margaret J. Cushman Haven has solved in "Bible Lessons for Little Beginners," the first year of a two-years' course, to be published soon by the Fleming H. Revell Company. Mrs. Haven has had long experience and seems to know intuitively just what the little folk can best understand. Besides the lessons and lesson stories, the book is thoroughly provided with blackboard hints and sketches, lesson hymns and lesson picture suggestions, together with a teaching analysis. The lessons are fitted for the home as well as the primary class, and are arranged without dates, so that they can be used at any time. They make an admirable introductory course to the International Series.

"Culture and Restraint" is the theme of Rev. Hugh Black's new book, which, like his "Friendship," deals with the deeper problems of life, discussing the varied relations of development through expression and repression. It is the old question of Zion against Greece, Judaism against Hellenism, clothed in the garb of modern everyday religious life. Mr. Black is an intensely practical man, and he has no faith in theories that do not work out in every-day life.

Wm. Briggs' List.

The first Canadian edition of 10,000 copies of Ralph Connor's "The Man From Glengarry" goes to show that the rule laid down by a well-known Scripture, that "A prophet is not without honor, save in his own country," has its happy exceptions. Incidentally, too, it points to the fact that the Canadian public appreciate a good story—or that the publisher believes they do.

One of the best stories for young folks that has appeared for some time is that entitled "Galopoff, the Talking Pony." Those who have read any of Tudor Jenks' previous books will turn with rare pleasure to another of his delightful stories. Howard R. Cort contributes to the volume an exceptionally fine series of pen-and ink drawings. "Galopoff" is bound to be a Christmas favorite.

Among the choice gift-books for the approaching holiday trade is a splendid illustrated edition of "David Harum." The artist, B. West Clinedrist, has admirably caught the popular conception of the many odd and interesting characters in this wonderful story. The frontispiece, showing the deacon in the rainstorm standing up in his buggy to shake his fist at the imperturbable David, is a very happy conception.

An excellent portrait of Mr. Charles Mair (of whom a reduced engraving is shown herewith) will form a frontispiece to the forthcoming volume of his poems. A new portrait of Tecumseh will be an interesting feature in the book. The well-known portrait, shown in Lossing's "Pictorial Field-book of the War of 1812," shows the famous chief attired in the uniform of a brigadier-general.



Mr. Charles Mair.

This dress was substituted by Lossing for the buckskin coat in which the original drawing (made at Vincennes in 1801 by Le Dru) presented Tecumseh. Mr. J. E. Laughlin, who executed the fine series of portraits for Read's "Lieutenant-Governors of Upper Canada," has produced a fine portrait from Lossing's book, in which he has replaced the

RETURNED JAN 4 1901

See that you have in stock For your CHRISTMAS SALES The following Books:

Marietta: A Maid of Venice	By F. Marion Crawford	Cloth	only,	$1.25
The Right of Way	By Gilbert Parker	"	"	1.50
The Cavalier	By George W. Cable	"	"	1.25
The Young Barbarians	By Ian Maclaren	"	"	1.25
New Canterbury Tales	By Maurice Hewlett	"	"	1.25
The Benefactress	By the author of "Elizabeth, and Her German Garden"	"	"	1.25
God Wills It	By William Stearns Davis	"	"	1.25
The Road to Frontenac	By Samuel Merwin	"	"	1.25
The Love Letters of an American Girl	By a well-known writer	"	"	1.25
Amos Judd	By John A. Mitchell	"	"	1.50
The Ruling Passion	By Henry Van Dyke	"	"	1.50
Queen Victoria	By R. R. Holmes	"	"	2.00
Wanted—A Matchmaker	By Paul Leicester Ford	"	"	2.00
A Kentucky Cardinal and Aftermath	By James Lane Allen	"	"	2.00
The Crisis	By Winston Churchill	Paper, 75c.;	Cloth,	1.25
Richard Carvel	By Winston Churchill	" 75c.	"	1.25
Shoes of Fortune	By Neil Munro	" 75c.	"	1.25
Her Majesty's Minister	By William Le Quex	" 75c.	"	1.25
The Giant's Gate	By Max Pemberton	" 75c.	"	1.25
Circumstance	By S. Weir Mitchell	" 75c.	"	1.25
Forest Folk	By James Prior	" 75c.	"	1.25
Captain Ravenshaw, or The Maid of Cheapside	By R. N. Stephens	" 75c.	"	1.25
Mistress Nell	By Geo. C. Hazleton, Jr.	" 75c.	"	1.25
Pro Patria	By Max Pemberton	" 75c.	"	1.25
Doom Castle	By Neil Munro	" 75c.	"	1.25
The Abandoned Farmer	By Sydney Herman Preston	" 75c.	"	1.25
The Helmet of Navarre	By Bertha Runkle	" 75c.	"	1.25
Cinderella	By S. R. Crockett	" 75c.	"	1.25
The Observations of Henry	By Jerome K. Jerome	" 75c.	"	1.25
When a Witch is Young	By "4—19—69"	" 75c.	"	1.25

OUR ILLUSTRATED DESCRIPTIVE CATALOGUE OF CHRISTMAS BOOKS NOW READY.

THE COPP, CLARK CO., Limited Publishers Toronto.

BOOKS AND PERIODICALS—Continued.

buckskin coat drawing for the purpose from one in Mr. Boyle's collection of Indian relics in the Archæological Department. The book will be ready about December 2.

Dr. Welldon, the Bishop of Calcutta, has contributed an introduction to Arthur Stanley's volume of "Patriotic Songs."

In "The Making of a Marchioness," Mrs. Burnett shows she has lost none of her cunning in bookcraft. She exhibits the keen insight of a wife and mother, and in this story shows how, not brilliant beauty, not exquisite toilet, not wit and vivacity, but moral goodness and kindness in woman will win the hearts of men. It is the story of Cinderella over again, with variations to suit modern society.

A volume entitled "The New Covenant a Lost Secret," by Mrs. Ross, principal of the Presbyterian Ladies' College, of Ottawa, has just been issued. Mrs. Ross is the widow of the late Rev. John Ross, of Brucefield, whose biography, written by her and published with the title "The Man With the Book," had a very considerable sale some few years ago.

To the already extraordinary number of sumptuously illustrated native books published this year has been added one on "Our Ferns and their Haunts." The writer of the text is Willard Nelson Clute; the illustrations are supplied by William Walworth Stilson. The volume includes descriptions and illustrations of every species known to grow in North America north of the Gulf States and east of the Rocky Mountains. Few families of plants are so generally admired and yet so little known as the ferns. This volume is a startling revelation of the number of varieties of them. The book contains 195 illustrations.

Another substantial volume, and a work involving a great amount of research, is "The Insect Book," by Leland O. Howard, Ph.D., chief entomologist in the United States Department of Agriculture. As the subtitle announces, the book presents "a popular account of the bees, wasps, ants, grasshoppers, flies and other North-American insects, exclusive of the butterflies, moths and beetles, with full life histories, tables and bibilographies." Dr. Howard has a numerous family of little folks to deal with. Indeed, such wealth of material had he to deal with that the problem of housing all within the cover of one volume was one of no small difficulty. This work embraces some 428 pages, 10 x 7½ in., and is an admirable piece of condensation. It must be of great value to the agricultural community. Every farmers' institute should have one or more copies to read and study. The public libraries and high school libraries also should include this book.

The failure to distinguish between mushrooms and toadstools has caused many a lover of the edible fungi his life. But in those days no such work as Miss Marshall's "Mushroom Book," with its detailed descriptions and splendid photographic reproductions, existed for the information and warning of epicures. The old familiar method of distinction had to go—"Eat it. If you live it's a mushroom; if you die it's not." Miss Marshall's book is not only one of the most interesting, but we think it the best illustrated of all the many native books of the year.

Two capital boys' books for the holiday season are "For the Colours: A Boys' Book for the Army," by Herbert Hayens, and "Held to Ransom: A Story of Spanish Brigands," by F. B. Forester. Mr. Hayens is making a strong bid for equal popularity with G. A. Henty as a writer of boys' stories.

"Warwick of the Knobs."

To readers who are familiar with Mr. Lloyd's earlier work, "Stringtown on the Pike," no introduction is needed to "Warwick of the Knobs." While the plot of the book is laid in Boone County (unlike "Stringtown") it contains very little dialect, and little attention is paid to Kentucky superstitions. The scenery, people, methods



of worship and the prejudices have all been drawn from actual life. Although properly classed as fiction, it is the fiction of fact. "Warwick" becomes a centre of strangely dramatic scenes of deeply pathetic incidents. His trials of faith are so severe that most mortals would be driven to agnosticism or infidelity, but this hard-shelled Baptist preacher remains true to his God and his faith. The development of this character has added another memorable name to fiction, and Mr. Lloyd has produced a book that will add to his wonderful popularity achieved by the immense sale of "Stringtown on the Pike."

A very handsome cloth edition has just been placed on the market by W. J. Gage & Co. to retail at $1.25. It goes without saying that this will be a leader among new fiction for the holiday trade.

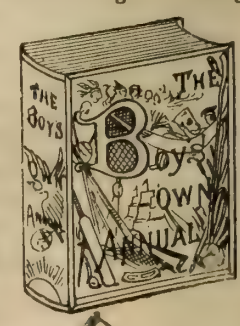
"Books That Are Worth While."

Four volumes which are this year deserving of a conspicuous space upon the counters of every Canadian bookseller are the Boys' Own Annual,
Girls' Own Annual,
Sunday At Home,
Leisure Hour.

These books are the best known volumes of the kind issued in the English language, and in past years have been used as an advertising medium by some people in the trade. After years of constant effort on behalf of the booksellers, the publishers of these volumes, Messrs. Warwick Bros. & Rutter, have at last succeeded in forming an agreement whereby these books will be sold at not less than $1.75 per volume in any store in Canada. The books have been copyrighted in Canada, and every dealer—whether his order be for one copy or 1,000 copies—who will handle these books this year will sign this agreement.

The trade will be supplied by the regular book jobbers or by the publishers, Messrs. Warwick Bros. & Rutter, and we would like to see the booksellers of Canada show their appreciation of the efforts of the publishers to protect the entire interests of the trade by giving these works a prominent place in their stores. As to the relative merits of the books, a few words will suffice.

The Boys Own Annual stands out supreme among books for boys or youths. The contents are a perfect mine of good reading; stories of absorbing interest and exciting adventure; articles on manly sports and pastimes; modern inventions and how to make them; prize competitions, etc., etc. Such well-known writers of boys' stories as Dr. Gordon Stables, Rev. Henry Taylor, Charles Marriott, Louis Becke, G. Manville Fenn and many others are among the contributors to this year's number.



The Girls' Own Annual is full of much useful and delightful information such as

RETURNED
NOV 22 1901

A FEW OF

Fleming H. Revell Company's
FALL PUBLICATIONS

By JAMES M. LUDLOW, author of "The Captain of the Janizaries."

DEBORAH

A tale of the times of Judas Maccabaeus. A thrilling romance of a thrilling time. Very handsomely illustrated. 12mo, cloth, **$1.50.**

DR. HILLIS says: "Most fascinating. Many colors and brilliant lie upon the canvas that a master has painted."

THE SUNNY SIDE OF CHRISTIANITY.

By CHARLES H. PARKHURST, D.D. 16mo, cloth, net **60c.**

It has all of Dr. Parkhurst's peculiarly vivid style, with a sweetness and everyday sunniness that is wonderfully attractive.

MUSICAL MINISTRIES IN THE CHURCH.

By WALDO SELDEN PRATT, Professor of Church Music at Hartford Theological Seminary. 16mo, cloth, net **$1.00.**

Of great value to all interested in church music. Professor Pratt's experience both as church musician and instructor of ministerial candidates, gives him peculiar facilities. It will undoubtedly remain a standard work of reference.

THE DIVINE PURSUIT.

By JOHN EDGAR MCFADYEN. 12mo, cloth, gilt top, net **$1.00.**

A complete blending of deep piety and thorough learning has given to these studies a rare quality, that quality that may be compared not unfavorably with Matheson's "Moments on the Mount."

THE OLD GOSPEL FOR THE NEW AGE.

By BISHOP H. C. G. MOULE. 12mo, cloth, net **$1.00.**

Dr. Moule is a many-sided man, with wide interests in literature and life. He has a breadth of culture and sympathy.

LAST WORDS OF DISTINGUISHED MEN AND WOMEN.

By FREDERIC ROWLAND MARVIN. 8vo, cloth, net **$1.50.**

"Not only gives their names and the words they spoke, but considerable additional matter, pertaining to the circumstances in which they died."—N.Y. Times.

THE GIST OF THE LESSON.

By R. A. TORREY. A Pocket Edition of an Exposition of the S. S. Lessons for 1902. Vest pocket style, leather, **25c.** Interleaved for Student's Notes, **50c.**

"I know of nothing that has the same amount of available information in so convenient and condensed shape. Boiled down and pressed together under the hydraulic, skimmed, strained and pressed again, and yet full, generous and helpful in its treatment of the lesson. I shall greatly prize it."—Marion Lawrence, General Secretary International Sunday School Association.

PRACTICAL COMMENTARY ON THE INTERNATIONAL S.S. LESSONS, 1902.

Carefully prepared by specialists in the various departments. With map and blackboard illustrations. Large 8vo, 240 pages, cloth, **50c.**

"The comments are remarkable for two things: Their aptness and truth of exposition, and their pertinence of application. The analysis also is natural, the catchwords capital, and style concise, pointed, animated."—The Advance.

WORKING FOR GOD.

By ANDREW MURRAY. A sequel to "Waiting on God." 16mo, cloth, **50c.**

Christian Intelligencer says: "It is gilding fine gold to commend a book by Andrew Murray, whose name and fame reach wherever there is appreciation of the inner spirit of Christ's Gospel."

TIMES OF RETIREMENT.

By GEORGE MATHESON. Devotional Meditations by the author of "Moments on the Mount," "Voices of the Spirit," etc. With a biographical sketch by the Rev. D. MacMillan. 12mo, cloth, net **$1.25.**

These devotional pieces by the well-known popular blind preacher, are based upon the belief that devotion is neither merely nor mainly a thing of the heart, but is based upon intellectual conviction and must be the child of reflection.

Fleming H. Revell Company

25-27 Richmond St. West, (Booksellers' Row) **TORONTO.**

Also at CHICAGO and NEW YORK.

Telegrams and Cables, "LONGING, LONDON."

LONG'S COLONIAL LIBRARY OF COPYRIGHT BOOKS.

For Circulation Only in the British Colonies and in India.

*** The Books in Mr. Long's Colonial Library have been selected with great care. They are printed in the best style, on superior paper, and are handsomely and uniformly bound in Art Green Cloth with special design, price **3s. 6d.**, or in Art Green, strong paste-down Paper Covers, also with special design, price **2s. 6d.** Crown 8vo. The Library is one of the most popular on the market.

A SELECTION — FICTION.

From the Land of the Wombat. By William Sylvester Walker ("Coo-ee"). Profusely illustrated.
The Craze of Christina. By Mrs. Lovett Cameron.
In the Dark. By Esme Stuart.
The Crime in the Wood. By T. W. Speight.
Trewinnot of Guy's. By Mrs. Coulson Kernahan.
When the Mopoke Calls. By William Sylvester Walker ("Coo-ee"). Profusely illustrated.
Paths of the Dead. By Hume Nisbet.
A Passing Fancy. By Mrs. Lovett Cameron.
The Bread of Tears. By G. B. Burgin.
An African Treasure. By J. Maclaren Cobban.
Kinsah: A Story of Harem Life. By May Crommelin. Frontispiece.
The Progress of Pauline Kessler. By Frederic Carrel.
The Harvesters. By J. S. Fletcher.
The Experiment of Dr. Nevill. By Emeric Hulme-Beaman.
Logan's Loyalty. By Sarah Tytler.
Native Born. By William S. Walker ("Coo-ee").
Ada Vernham, Actress. By Richard Marsh. Frontispiece.
The Shadow of Allah. By Morley Roberts.
The Avenging of Ruthanna. By Mrs. Coulson Kernahan.
The Bishop's Secret. By Fergus Hume.
Juggling Fortune. By T. W. Speight.
The Crimson Cryptogram. By Fergus Hume.
The Realization of Justus Moran. By Frederic Carrel.
The Way Out. By G. B. Burgin.
I'd Crowns Resign. By J. Maclaren Cobban.
Men of Marlowe's. By Mrs. Henry Dudeney.
Yolande the Parisienne. By Lucas Cleeve.
The Strength of Straw. By Esme Stuart.
The Ivory Bride. By Thomas Pinkerton.
The Luck of a Lowland Laddie. By May Crommelin.
A Traitor in London. By Fergus Hume.
Jean Keir of Craigneil. By Sarah Tytler.
Friendship and Folly. By Marie Louise Pool.
Straight Shoes. By G. G. Chatterson.
Paul Le Maistre. By Frederic Carrel.
Once Too Often. By Florence Warden.
The Royal Sisters. By Frank Mathew.
The Golden Wang-Ho. By Fergus Hume.
Virgin Gold. By William S. Walker ("Coo-ee"). Profusely illustrated.
Nobler Than Revenge. By Esme Stuart.
The Three Days' Terror. By J. S. Fletcher.
Plato's Handmaiden. By Lucas Cleeve.
Anna Lombard. By Victoria Cross.
Bitter Fruit. By Mrs. Lovett Cameron.
A Women-Derelict. By May Crommelin.
Women Must Weep. By Sarah Tytler.
Mrs. Musgrave and Her Husband. By Richard Marsh.
A Son of Mammon. By G. B. Burgin.
No Vindication. By Mrs. Coulson Kernahan.
The Mission of Margaret. By Adeline Sergeant.
The Master SINNER. By a Well-Known Author.

(This book is having an enormous sale in England.)

FORTHCOMING VOLUMES (SEPT., DEC., 1901).

The Curse of Eden. By the Author of "The Master Sinner."
The Real Christian. By Lucas Cleeve.
An Ill Wind. By Mrs. Lovett Cameron.
The Lovely Mrs. Pemberton. By Florence Warden.
The Golden Spur. By J. S. Fletcher.
The Diva. By Annie Thomas (Mrs. Pender Cudlip).
A Daughter of England. By May Crommelin.
Houses of Ignorance. By Frederic Carrel.
A Social Pretender. By Winifred Graham.
The Lords of Life. By Bessie Dill.
In the Blood. By William Sylvester Walker ("Coo ee"). Illustrated.
The Green Turbans. By J. Maclaren Cobban.
The Mission of Margaret. By Adeline Sergeant.
A Man of Iron. By J. Morgan-De-Groot.
Blue Bonnets Up. By Thomas Pinkerton.
Papa, Limited By W. Carter Platts. 40 Illustrations by the Author.

"The Best Sixpenny Novels on the Market."—Vide Press.

LONG'S NEW SIXPENNY LIBRARY OF COPYRIGHT NOVELS.

Father Anthony. By Robert Buchanan.
Curios: Some Strange Adventures of Two Bachelors. By Richard Marsh.
The Wooing of Monica. By Mrs. L. T. Meade.
A Difficult Matter. By Mrs. Lovett Cameron.
The Eye of Istar By William Le Queux.
The Mystery of Dudley Horne. By Florence Warden.
The Bishop's Secret. By Fergus Hume.
The Craze of Christina. By Mrs. Lovett Cameron.
The Bohemian Girls. By Florence Warden.
The Veiled Man. By William Le Queux
The Crimson Cryptogram. By Fergus Hume.
A Passing Fancy. By Mrs. Lovett Cameron.
Kitty's Engagement. By Florence Warden.
Our Widow. By Florence Warden.

*** **The size of these Volumes is Medium 8vo, 8¼ in. by 5¼ in. They are set in a new, clear type, double columns, and are printed on good English made paper. Each Volume is attractively bound in a striking picture cover drawn by a leading artist.**

☞ **Other Novels by the most popular Authors of the day will be added to the series in due course.**

GENERAL LITERATURE.

Social Life in the British Army. By A British Officer. With Sixteen Full-page Illustrations on Art Paper, by R. Caton Woodville. Third Edition.

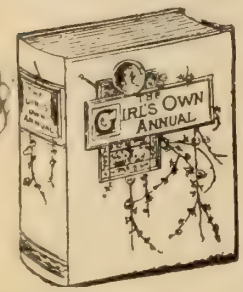
Australia at the Front. A Colonial View of the Boer War. By Frank Wilkinson (Special Correspondent Sydney Daily Telegraph). With Map and Twenty Illustrations on Art Paper by Norman H. Hardy, from Sketches on the Spot and Photos by the Author.

☞ **Liberal Terms Offered to the Trade.**

London; JOHN LONG, Publisher, 6 Chandos Street, Strand,
And all Colonial Booksellers.

BOOKS AND PERIODICALS—Continued.

young women are interested in, as, for instance, art, music, literature, dressmaking, home life, etc. It is wholesome in tone, helpful in character, and would be appreciated by every girl and young woman in any station in life. Helen M. Burnside, Rev. H. C. Atwool, M.A., Mrs. Creighton, Lady Mary Wood and others have contributed stories and articles to the current volume, and these writers of such matters as girls are interested in are unsurpassed.



The Sunday at Home is a perfect gift book for serious-minded people of all ages. As a magazine for the quiet home it has few equals. It is beautifully illustrated and elegantly bound and contains interesting stories of the higher class, while sermons, devotional papers, and special articles on religious matters are also made prominent features of the work.

The Leisure Hour is abreast of the times in every respect, and is an invaluable volume for every person who would keep in touch with current events and literary progress. The contributions on science, biography, poetry, etc., are by the most eminent writers of the day.

Timely Publications.

Oliphant, Anderson & Ferrier, Edinburgh and London, have published "Prayer; A Practical Treatise," by Rev. A. F. Douglas. In his preface, the author says: "How much prayer is offered up which is followed by no expectation of blessing? It is, alas! often with them a mere religious act performed to satisfy conscience. * * * It is this citadel of unbelief we would fain assail." The book is not of the sermonizing variety. It is written plainly and forcibly, and the reader is bound to be interested and to "pause and reflect." A few of the headings of the various chapters may give some idea of the trend of the work. Among them are: "Exhortations to Prayer," "Prayer — A Law," "The Prayer of Faith," "Intercession," "God's Delays," "Disappointments," "Prayer for Enemies," "The Prayer Life of Jesus." The book is dedicated to the Countess of Leafield. It is printed in large clear type and strongly bound in cloth, with a cover design in gold. The published price is 3s. 6d.

"What is Worth While" is the name given to a series of booklets, published by Thomas Y. Crowell & Co., New York, being sermons, lectures and essays by some of the world's most prominent theologians. Thomas Chalmer's sermon, "The Expulsive Power of a New Affection"; "The Greatness of Patience," by President Hadley, of Yale University; "Religion in Common Life," a sermon by John Laird, D D., late principal of the University of Glasgow, and many others of equal interest and beauty make up a series that will be welcomed in all libraries. The books are bound in white leatherette with handsome green and gold cover designs. The price is 35 cents. They make splendid Christmas booklets. Another book on something of the same lines is "The Ministry of Comfort," by J. R. Miller, D.D. It has 22 chapters on such subjects as "Glimpses of Immortality," "Why Trouble Comes," "The Effacement of Self," etc. Both subject matter and method of treatment will be appreciated by all who are disposed to look sanely upon trouble, in whatever guise it may come. The volume contains 300 pages, with illuminated chapter initials and priory text heads.

McLeod & Allan have several new issues in fiction. "The Secret Orchard," by Egerton Castle, is an extremely striking and somewhat daring novel of modern France. The situation is that of a duke, a lineal descendant of the Stuarts, who is married to a virtuous and beautiful woman. He sins, and the companion of his error is unwittingly adopted as her daughter by his childless wife. Out of these unusual materials a deeply-interesting denouement develops. Another novel from the same house is the new romance, "Mark Everard," by Knox Magee, the clever Canadian writer, whose last book, "With Ring of Shield," found so many admirers. The new novel is an absorbingly-interesting tale of the days of Charles II. It is well constructed and full of dramatic incident. Already several city booksellers are filling their windows with copies and look for a large sale. It is handsomely bound and comes out in good time for holiday trade.

A new children's story has been published by The Musson Book Co. which is likely to become a leading book for the Christmas trade. It is called "Pussy Meow: The Autobiography of a Cat," and is written by S. Louise Patterson. "This work," we are told, "seeks to do for the cat what 'Black Beauty' did for the horse and 'Beautiful Joe' for the dog," that is to give a hearing to the cat, and "to secure for her the consideration which humanity owes to the dumb," all of which is done in a manner that holds not only the interest of children, but of adults as well. It is well illustrated with photographs from life. The retail price is 75c. Another book for children is "The Blue Baby and Other Stories," by Mrs. Molesworth. The "other stories" include "The Monkey on the Barrel-Organ," "Benjy's Fairy," "A Cow with Nine Lives," "A Remarkable Chicken," etc. There are 10 full-page illustrations, besides large initial letters for all the chapters. The price is 50c. "A Daughter of New France" has been a most successful book. It is now in its sixth Canadian edition, and the immense demand keeps up. The price in paper is 75c.; cloth, $1.50.

AUTUMN Announcement

The Making of a Marchioness

By Frances Hodgson Burnett,
Author of "Little Lord Fauntleroy," etc.

A delightful romance in the author's most charming vein. The scene is laid in an English country house, where an amiable English nobleman is the centre of matrimonial interest on the part of both English and Americans present.

Illustrated by Chas. D. Williams, with four half-tone engravings in two colors. Beautifully printed and daintily bound.

12 mo, Cloth, net $1.10.

The Outcasts

A new book by W. A. Fraser,
Author of "Mooswa," etc.

"The Outcasts" is written in Mr. Fraser's best style, with a splendid series of illustrations by Mr. Heming, and following on after "Mooswa" is certain to be one of the best selling books for the holiday trade.

Cloth, net $1.00.

The Man from Glengarry

By Ralph Connor,
Author of "Black Rock," "The Sky Pilot," etc.

"The Man from Glengarry," now running as a serial in The New York Outlook and The Toronto Westminster, is creating wide interest and enhancing the reputation of its author. The work promises to be one of the greatest favorites or Fall and Christmas trade.

Cloth, $1.25.

The Lion's Whelp

By Amelia E. Barr,
Author of "Trinity Bells," "Bow of Orange Ribbon," etc.

This is a romance of the middle of the seventeenth century which follows the fortunes of two families, one devoted to the Royalist cause, the other adherents of Oliver Cromwell, "The Lion's Whelp."

Paper, 75c.; Cloth, $1.25.

Memory Street

A story of life in New England,
By Martha Baker Dunn.

Miss Dunn's work compares favorably with the work of Mary E. Wilkins and Kate Douglas Wiggin.

Paper, 75c.; Cloth, $1.25.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . . TORONTO

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Circumstances," by S. W. Mitchell. Copp.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Tilda Jane," by E. Saunders. Briggs.
6. "With Christ at Sea," by F. Bullen. Briggs.

CHARLOTTETOWN.

1. "Uncle Terry," by Munn. McLeod.
2. "Cinderella," by S. R. Crockett. Copp.
3. "Tarry Thou Till I Come," by G. Croly. Briggs.
4. "Good Red Earth," by E. Phillpotts. Briggs.
5. "Ralph Marlowe," by J. B. Naylor. Briggs.
6. "Footsteps of a Throne," by M. Pemberton. Gage.

GUELPH.

1. "Kim," by R. Kipling. Morang
2. "Secret Orchard," by E. Castle. McLeod.
3. "The Eternal City," by H. Caine. Morang.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Dri and I," by I. Bacheller. Briggs.
6. "Puppet Crown," by H. McGrath. McLeod.

HALIFAX.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Tristram of Blent," by A. Hope. Morang.
4. "The Sky Pilot," by R. Connor. Westminster.
5. "The Master Christian," by M. Corelli. Briggs.
6. "With Christ at Sea," by F. Bullen. Briggs.

HAMILTON.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Circumstances," by S. W. Mitchell. Copp.
5. "Master Christian," by M. Corelli. Briggs.
6. "Tarry Thou Till I Come," by Croly. Briggs.

KINGSTON.

1. "The Eternal City," by H. Caine. Morang.
2. "Tristram of Blent," by A. Hope. Morang.
3. "Dri and I," by I. Bacheller. Briggs.
4. "Secret Orchard," by E. Castle. McLeod.
5. "The Crisis," by W. Churchill. Copp.
6. "Capt. Ravenshaw," by R. N. Stephens. Copp.

MONTREAL.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Kipling. Morang.
3. "Johnnie Courteau," by W. H. Drummond. Putnam.
4. "The Crisis," by W. Churchill. Copp.
5. "Secret Orchard," by E. Castle. McLeod.
6. "Lessons in English and German." Renouf.

MONCTON.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Puppet Crown," by H. McGrath. McLeod.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Right of Way," by G. Parker. Copp.
6. "Tarry Thou till I Come," by G. Croly. Briggs.

OTTAWA.

1. "Right of Way," by G. Parker. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Captain Ravenshaw," by R. N. Stephens. Copp.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Road to Frontenac," by S. Merwin. Copp.
6. "Johnnie Courteau," by W. H. Drummond. Putnam.

PETERBOROUGH.

1. "The Crisis," by W. Churchill. Copp.
2. "Good Red Earth," by E. Philpotts. Briggs.
3. "Days Like These," by S. W. Townsend. Langton.
4. "Quincy Adams Sawyer," by Pidgin.
5. "Cinderella," by S. R. Crockett. Copp.
6. "Her Mountain Lover," by H. Garland. Copp.

REGINA.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Ripling. Morang.
3. "Dri and I," by I. Bacheller. Briggs.
4. "The Crisis," by W. Churchill. Copp.
5. "Sky Pilot," by R. Connor. Westminster.
6. "Captain Ravenshaw," by R. N. Stephens. Copp.

ST. JOHN.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Kipling. Morang.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Captain Ravenshaw," by R. N. Stephens. Copp.
5. "Graustark," by G. B. McCutcheon. McLeod.
6. "A Daughter of New France," by M. C. Crowley. Musson.

STRATFORD.

1. "The Crisis," by W. Churchill. Copp.
2. "Dri and I," by I. Bacheller. Briggs.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Kim," by R. Kipling. Morang.
5. "Days Like These," by E. W. Townsend. Langton.
6. "Whirligig," by M. Lindsay. Gage.

TORONTO.

1. "Right of Way," by G. Parker. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Kim," by R. Kipling. Morang.
4. "Secret Orchard," by E. Castle. McLeod.
5. "Tristram of Blent," by A. Hope. Morang.
6. "Tarry Thou Till I Come," by G. Croly. Briggs.

VANCOUVER.

1. "Tristram of Blent," by A. Hope. Morang.
2. "The Eternal City," by H. Caine. Morang.
3. "Captain Ravenshaw," by R. N. Stephens. Copp.
4. "The Sky Pilot," by R. Conner. Westminster.
5. "The Crisis," by W. Churchill. Copp.
6. "Cinderella," by S. R. Crockett. Copp.

VICTORIA.

1. "The Crisis," by W. Churchill. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Like Another Helen," by Horton. McLeod.
5. "Tarry Thou Till I Come," by G. Croly. Briggs.
6. "Cinderella," by S. R. Crockett. Copp.

WINNIPEG.

1. "Kim," by R. Kipling. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "The Eternal City," by H. Caine. Morang.
4. "With Christ at Sea," by F. Bullen. Briggs.
5. "Farewell Likola," by G. Boothby. Langton.

CANADIAN SUMMARY.

	Points.
1. "The Eternal City"	126
2. "The Crisis"	93
3. "Tristram of Blent"	82
4. "Kim"	57
5. "Captain Ravenshaw"	28
6. "Right of Way"	25

UNITED STATES.

1. "The Crisis," by W. Churchill. Macmillan.
2. "Dri and I," by I. Bacheller. Lothrop Pub. Co.
3. "The Eternal City," by H. Caine. Appleton.
4. "The Right of Way," by G. Parker. Harper.
5. "Blennerhassett," by Pidgin. Clark Pub. Co.
6. "Graustark," by G. B. McCutcheon. Stone.

ENGLAND.

1. "The Eternal City," by H. Caine. Heinemann, 6s.
2. "Tristram of Blent," by A. Hope. Murray, 6s.
3. "History of Sir Richard Calmady," by L. Malet. Methuen, 6s.
4. "Herb of Grace," by R. N. Carey, Macmillan, 6s.
5. "Four-Leaved Clover," by M. Gray. Heinemann, 6s.
5. "Sister Teresa," by G. Moore. Unwin, 6s.

WESTERN ASSURANCE COMPANY
Incorporated 1851.

Fire and Marine

Capital - - $2,000,000.00
Assets, over - - 2,900,000.00
Annual Income - 3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

'GRAND PRIX," PARIS, 1900. The highest possible Award.

JOSEPH GILLOTT'S

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

PENS

Notes for the Stationer.

and Fancy Goods Dealer.

CURRENT ITEMS IN THE TRADE.

BUSINESS in stationery, outside of the Christmas trade, which is as active as it ever has been, is in a good shape, and a pleasing feature of it is the increased demand for high-grade writing stationery. It has been noticed for some time that the public were gradually taking more of the best goods and disregarding the cheaper lines that for a long time formed the great bulk of the trade. But the growth of this demand is very noticeable this Fall. Perhaps, as a retailer believed, it is due to the uncommonly taking papeteries that are now on the market, but it is preferable to think that the people have been educated up to the point of desiring the best and most artistic stationery, and that they will continue to use these goods. One of the wholesalers put out a line of cheap, highly-colored note this season that not many years ago would have had an immense sale, but it fell flat, and even among the small country places where, as a rule, the cheap goods sell best, it was not taken, plain white paper being preferred.

—

AMONG the new lines of fancy writing stationery there is an English rep-finished paper that has a good chance of becoming a leader. The paper is very light and gives the appearance of a coarse wood fibre or straw-plait finish. The colors are in light blue and white. The envelopes are of the popular wallet shape and the goods, besides being nicely boxed, are tied in fancy satin ribbon. The name of this stationery is "Queen's Damask," and it retails, with good profit, at 50c.

—

MORE attention is being paid to children's fancy stationery than usual, with the result that a number of attractive and, I understand, quick-selling lines can be obtained. Nearly all of them are decorated in the corners of the sheets with colored pictures of brownies, animals, flowers, etc. The stationery is ruled, a desirable feature in children's notepaper, and the envelopes are about half the size of the ordinary. These goods are likely to sell well for the Christmas trade.

—

ABOUT the best boxed writing stationery on the market is given no name but what the pictures on the covers suggest. The principal sizes are elephant quarto and octavo. The boxes are flat, and the covers are beautiful art photogravures from life. Two of them, "The Honeymoon" and "The Fairy Tale," are in immense demand, but the other pictures, "The Choir," "The Blind Flower Girl," etc., make also very handsome covers. For the Christmas trade, these will sell well among the best buyers, for they are rather expensive goods, $2.50 being, I believe, the retail price. That is, however, giving a good big profit to the retailer. But there is a great deal of stationery in them in two or three tints, and they are worth the price. They make a splendid exhibit in a store and will sell themselves. The stationery is of the highest class.

—

BLUE, white, cream and light grey are the selling shades. The last makes an uncommonly handsome writing paper and is likely to be even more popular than at present. A fault found with many of the dark blue shades is that when the wet ink is blotted the impression left is very faint and it is sometimes hard to read. This cannot be said of the grey paper, which provides a background for the ink that shows it up as well as white or cream. Some of the darker greys are used to a limited extent instead of the black-bordered mourning stationery. Pink is not as good as it has been, though it still sells pretty well.

—

A NEW fountain pen will be put on the market a couple of days after this issue of BOOKSELLER AND STATIONER is in the hands of its readers. This pen will be made in several grades, to retail from $1 up. The firm who are handling it state that it is made on the lines of another pen which made its designers famous in the trade. The patent, however, expired, and this new pen, though altered in some respects, still embodies the chief points of that patent. The feeder is the same, though the pen nib is somewhat smaller. No better feeding device than this has ever been discovered, and as the pen is put down at a very reasonable price it will likely be a great success. There is more profit in it for the retailer, too.

—

AN odd device for allowing the hand to move more freely when writing has been patented in the United States. A ring is worn on the little finger of the pen hand, and a steel ball, attached to it just where it touches the paper, revolves in any direction. This rolls over the paper, doing away with any friction caused by rubbing the finger over the paper when writing.

—

A NEW thing in inkstands is made with a revolving glass top with a hole in it for the insertion of the pen. The bottom of the well is made in the form of steps, so that as the ink is gradually used up one after another of these steps become bare until the last one—a narrow one—is reached and the ink is all contained in this. The hole for the pen in the cover is moved over whichever step has the desired depth of ink. This well allows the ink to be practically all used up, so that an entirely fresh supply may be put in.

—

A LATE English novelty is a combined pen, pencil and calendar. In one end of the holder is a slot, in which a calendar sheet is wrapped around a roller. The sheet is gummed and transversely perforated, the object being to divide it into spaces indicating the 12 months. On each of these spaces are the name of the month, days of the week, and the numerals corresponding to the days of the week and month.

—

A NEW series of tobacco jars reproduces Japanese heads and faces. The eyebrows, moustache and hair are real hair. The faces have different expressions, but all are fierce enough to satisfy anyone who want blood curdling sensations. They will hold a pound or more of tobacco and the finish is superior, reproducing the natural

KING EDWARD VII.

NOTE PAPER AND ENVELOPES.

This is the same paper as we have been selling under the name "Plashwater," and made by the same mill, but with a more appropriate watermark.

The "Plashwater" now offered in this market is not the same paper that we introduced to the Canadian Trade.

Buy KING EDWARD VII. note paper, in white, cream and kid-finish, envelopes to match, and thus obtain the original article.

The Barber & Ellis Co., Limited

43, 45, 47 and 49 Bay St. — **TORONTO, ONT.**

Greeting to our Canadian Friends!

We have selected this medium to bring closer to your notice, our **SPLENDID** line of **TYPEWRITER RIBBONS** and **CARBON PAPERS,** and to specially direct your attention to the HIGH STANDARD and unexcelled variety.

"M.M.,"
"YELLOW BOX,"
and "EUREKA"

Typewriter Ribbons

Embody positive perfection, in durability, clear sharp write; indelibility.



"PROGRESS,"
"M.M.,"
"EUREKA,"
"COMPETITOR."
"SILK SPUN,"
"GALLINIPPER"

Typewriter Carbon Papers

Unequalled in the World.

Finest and largest line of Pencil and Pen Carbons; Typewriter Oils, pure and odorless; Stamp Inks; Stamp Ribbons. Write for our Catalogue and any information in reference to our goods.

MITTAG & VOLGER, Sole Manufacturers. To the Trade Only.

Principal Office and Factories—PARK RIDGE, N.J.

New York City—1016 Park Row Building. Chicago, Ill.—108 LaSalle St. London—4 Queen Street. Paris—37 Rue Vivienne.

hue of the skin. The retail price is $1.50. —American Stationer.

AN exchange announces the appearance of some novel decorations for Christmas trees. "These," it says, "consist of a frame which supports a heat wheel. As this revolves it carries with it a colored ball, around which is twisted colored metal strips. Some are fitted with mirrors for reflectors and some are not. They are designed to be attached to the tree above the tapers and the ascending heat waves keep them revolving as long as the tapers burn. A score of these on a tree would cause it to scintillate with colored lights, constantly changing color as the wind wheels revolved. The retail price is 10c."

Leather coverings for sofa cushions promise to be one of the Christmas trade's best lines. These are made in sheepskin, in suede grey, tan and other colors, with burnt designs. The cover is laced together all around, so that it is only necessary to unlace one end to insert the cushion. The edge is fringed. Brown Bros. are supplying the trade.

Messrs. O. B. Stanton & Co., Toronto, had a window display of Waterman's "Ideal" fountain pens recently that was of more than usual merit. On the window floor, close to the front, were arranged in two rows the words "Waterman's 'Ideal' Fountain Pens," in brass letters, between the rows being placed several bottles of Waterman's special inks and pen fillers. Suspended from the ceiling of the window were two narrow pieces of board, covered with red cheesecloth, on which were the same words. Boxes of the Waterman pens, in various grades, were displayed at either side and on a table at the back of the window. Two large frames contained specimens of the "Ideal" pens, and their several parts in the different processes of manufacturing, from the pure rubber gum to the finished pen. A photograph of Mr. Waterman at the back and a few attractive advertisements on either side completed the display, the whole of which was backed and flanked by flags.

Every stationer wants a good line of fountain pens in stock for the Christmas trade. To use a slang term, I can "put them on to a good thing" in this line which doesn't come every day. While in a big warehouse the other day a few new pens caught my eye, and on inquiring what make they were I found that they embodied certain expired patents in the United States of a well-known fountain pen which has been a big seller at $4 retail. The same style of feeder is used, but the pen is smaller. They can be retailed with big profit at $1 up. I believe they are guaranteed to give as good satisfaction as the original. They will soon be shown to the trade by the travellers. One line will be called the "Rex," to retail from $1.35 up, and another, the "Universal," will retail for $1. Dealers should inquire of Copp, Clark Co. about these pens. There can be no disappointment.

Some new Christmas papeteries that are becoming very popular are "Indian linen," a cloth-finished note in Princess style, shades in white, light and dark blue and dove grey, a 25c. line; "Watteau," a water-lined rep-finished note, and "Firth," an azure tint in parchment, also Princess style. Juvenile stationery includes "Little Letters for Little People," which has brownie or animal stamps in the corner of each sheet. The paper is ruled and small envelopes accompany it. These are 25c. lines. "A Rustic Posy" has colored flowers in the corner of the paper. It retails for 15c. The "Imperial" cabinet has lately been added to the "Moorish," "Turkish" and "Egyptian" series. The paper is in three sizes, envelopes to match, white parchment finish. Another new note is Whiting's "Hyacinth," in blue shades, Salisbury sizes, in quarter-ream boxes. "Queen's Damask" is a new note in a light rep finish, with a wood fibre appearance which is very attractive. It comes in blue and white, at $3 60 a dozen. An odd line of photo albums, photo frames, paperweights, etc., is being cleaned out at a big discount. A new inkbottle, 178/3, is made in the shape of a cartridge, with nickel top and bottom, and black Japan centre. The top screws on securely, making the bottle a useful one for travelling. Winter games have been going so well that difficulty is found in supplying the demand. Among the popular ones is parlor croquet, which is supplied in fancy boxes, and retails for 25, 50 and 75c. The enormous demand for the "Royalty" perfumed wax has almost depleted the stock. A few boxes are left, and another shipment is expected shortly. To retail at 10c., they are within the reach of everybody, and they give good profit to the retailer. In school crayons, No. 400 should take well. It is a flat box containing 28 different colors in crayons. Retail price, 5c.; $4.80 per gross. Pocket diaries, of which there are 137 different lines, are now ready, and orders should be sent in early, as the sales increase very much every issue. There are four new backs in the Congress series of the United States Playing Card Co.'s cards, called Josephine, Napoleon, George Washington and Martha Washington. There is an enormous demand for these goods, and orders will be filled as received. The company has never yet been able to keep up with the demand for its cards. In a few weeks the third edition of the Map of the Dominion will be issued. A large number of changes have been made, principally among the new territories, and the latest surveys have been recorded. The price is the same, $6, list. Toilet papers in 5c. and 10c. lines are good values and good sellers. I have neglected to mention that this news is of the Copp, Clark Co.'s warerooms.

In the way of Christmas goods for stationers I know of nothing that is likely to take better than a line of gold-plated letter holders, card racks, inkstands, thermometers and scones. Some handsome designs have recently been put on the market and are very suitable for either Christmas or wedding presents. There is a great variety of designs, and they are well finished in 18 karat gold. Some other inkstands, English and French make, are mounted on well finished oak, walnut, rosewood and olive wood bases. The wells are in cut glass and Dresden china, and the designs and shapes are all new and attractive. For these lines I must give Brown Bros., Limited, the credit. In Christmas papeteries they are fortunate in having some exceedingly beautiful lines called "The Blind Girl," "Fairy Tale," "Choir" and "Honeymoon," from the edge photogravures which form the covers. The sizes are elephant quarto, royal quarto and octavo. The paper is in white, azure and heliotrope, done up nicely. This is an exceptionally fine line of writing stationery. It will almost be bought for the cover alone. Juvenile papeteries with fancy designs, and illustrated nursery rhymes at the top will be good. Turkish, Moorish and Egyptian papeteries, and the Royal Cabinet series in dark blue and cream, are also high-class beautiful goods.

Leather goods for the holiday trade are moving well. Among the best goods in Brown Bros'. are ladies' purses and card cases, writing and music folios, photo cases, playing card cases, leather toilet cases, chatelaine bags, silver-mounted blotting pads, and men's purses and pocketbooks. The Mexican hand-carved leather made up in chatelaine bags, purses, music folios, blotting pads, etc., has proved a great favorite. By the way, there is a job line here of metal and leatherette photo frames which might be worth looking after. They

Dolls
Toys
Rock Horses
Games
Magic Lanterns
Soldier Suits
Wood Furniture
Toy Watches
Toilet Cases
In Leather and Celluloid

ALL OUR NEW

CHRISTMAS GOODS

now in warehouse. The range of samples is very complete and attractive, and, best of all, no Fancy Prices. If you call and see us you are sure to purchase. All our business done by mail order and personal visits.

Albums
Writing Desks
Photo Frames
Fancy China
5-o'clock Setts
Cups and Saucers
Tea Setts
Water Setts In Glass
Wine Setts In Glass
Liquor Setts

F. & E. W. KELK, 76 YORK ST., TORONTO

THE

"BEE" BRAND





SEALING WAX.

The Qualities Best Suited for the Best Purposes are:

THE EXHIBITION PRIZE SEALING WAX
THE PRIZE MEDAL INDIA WAX
THE BANK OF ENGLAND WAX
THE ROYAL SCARLET SEALING WAX
BANKERS' SEALING WAX
THE LEGAL SEALING WAX

To be had through all First-class Stationers.

George Waterston & Sons

LONDON, 8 St. Bride St., E.C. Works at EDINBURGH.

Manufacturers of BOTTLING and PACKING WAX of every Description. - - Sold by all Wholesale Dealers.

TOPICS FOR THE STATIONER—Continued

are perfect goods, but are odds and ends, and will be sold at very advantageous prices. They will retail from 10c. up. Pocket dairies are moving out rapidly. The value of these handy little books is being recognized by more and more people every year, and all classes of men, both business and professional, use them. A new shipment will be made this month.

The great demand which Buntin, Gillies & Co., of Hamilton, have had for their "Dimity" stationery proves that good goods, put up in the best style, are wanted.

This paper, which is now so popular, comes in three sizes in each of four colors, the paper being banded in quires, packed five quires in a box, the envelopes packed in hundreds. The taste displayed, and the care exercised in the putting up of this line have had m uch to do with its enormous sale.

Five new designs are being advertised in the well known Congress card. Only one of these, "Sitting Bull" is ready as yet, but the following designs, proofs of which where shown at the Pan-American Exhibition, will follow shortly, namely: "Napoleon," "Josephine," "George Washington," and "Martha Washington." Buntin, Gillies & Co., Hamilton, who carry a full range of these cards, are now taking orders, which will be filled as soon as the cards are on the market.

F. & E. W. Kelk make it a rule to clear out all Christmas goods during the months of November and December. It makes stock-taking very much easier and cleans up the warehonse ready for new goods, which is very necessary in the fancy goods business. To do this cut prices are the rule. Every year their stock has been cleared in this way. Their line of dolls is, they claim, the most complete in the city. Any customer looking for cheap goods will do well to call and see this firm.

"Gathered From My Garden" is a little book of poems by a young lady who signs herself "Thornapple." It is published by The Thorold Post, neatly printed, and bound in heavy paper. Though, as the preface says, many of the poems were written when the author was in her early 'teens, and they are capable of improvement, some of the later ones show poetic ability and talent, particularly one or two of a religious nature. Apart from other things, the booklet will be appreciated as the first efforts of an author who might, perhaps, make a name for herself.

WESTERN BOOK AND STATIONERY NOTES.

[From Our Own Correspondent.]

WINNIPEG, November 1, 1901.

GOODS for Christmas trade are only just beginning to move. There has been practically a delay of a month owing to the bad weather. Now the wholesale stationery houses are extremely busy getting out orders.

The Consolidated Stationery Co. show a very full line of seasonable goods in toys, fancy articles, leather goods, smokers' supplies, and last, but not least, booklets and books. Chatting with a member of the firm, your correspondent learned that the classes of books called for by the out-of-town trade showed a decided improvement from year to year, both in the literary character of the books and in the quality of the binding.

BOOK SALES.

Clark Bros. report an excellent book trade throughout the season. This house have found an especially good sale or small editions of standard authors, in both plain and fancy bindings, as well as a marked increase in the demand for good library editions.

Speaking of the demand for new fiction, in both paper and cloth, Mr. Clark said: "We have had a good demand for 'Eben Holden' in spite of the time it has been out, whereas the call for 'Dri and I' is already falling off. 'The Crisis' has had an immense sale. 'The Eternal City' and 'Kim' are going well, but the books we order regularly month after month and that sell right along are 'Sky Pilot' and 'Black Rock,' and already we have booked orders for hundreds of copies of 'The Man from Glengarry.' I do not recollect having had as many orders for any book in advance of its issue."

This house carry 225 varieties of dolls, little and big, dressed and undressed, white and black. In dressed dolls, the noticeable feature is the big hat.

In toys, there has been an increased demand for metal toys of a substantial character, and all classes of mechanical toys.

CHRISTMAS CARDS.

The old style of card seems to have died out, but the booklet seems more popular than ever. One of the prettiest this year is a small-sized booklet with embossed cover, something in the cameo style, tied with tartan ribbon and with a spray of heather-bloom in the inside. Another popular style have imitation wood backs with tasteful monograms in gold and white.

RETAIL TRADE.

A point of interest at C. H. Black's the past month has been the art exhibit of water color paintings by G. Brunech, A.R.C.A. The exhibit is a delightful one, and there have been many visitors and a good many purchasers. The scenes are principally from Norway and Iceland, the frozen north, and even to the unlearned in art the wonderful blending of light and shade in sky, ice and sea, the gorgeous colorings contrasted with dull, cold, winter seas is a revelation of the power of the artist's brush.

The retail houses all report good business for the season. E. C. H.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, report the following as their best selling music:

1. "Nell Gwyn"; waltz, by Bucalossi.
2. "Nuages Roses"; valse, by Berger.
3. "The Shoogy-Shoo"; song, by Ambrose.
4. "A Song of the Morning"; song, by Goodeve.
5. "Peace on Earth"; Christmas song, by Lane.
6. "Morning Glory"; song, by Mascheroni.

The Canadian American Music Company, Limited, report these to sell best:

1. "We're All Good Fellows"; song, by Witmark.
2. "My Sambo"; song, by Witmark.
3. "It Seems Like Yesterday"; song, by Witmark.
4. "Somehow It Made Him Think of Home"; comic song, by Witmark.
5. "Dawn of the Century"; march and two-step, by Paull.
6. { "Creole Belles"; march and two-step, by Lampe. / "Nancy ma Yellow Rose"; song, by Geibel.

"The Chaperones" is now the popular opera, and its music is selling rapidly. The four above songs by Witmark, which are from it, are perhaps the best liked.

Two music books that might be handled profitably are "Advice to Singers," a book full of useful points for both students and teachers; and "Musical Groundwork," a general survey of musical knowledge, both by Frederick J. Crowest.

Musical Instruments

STRINGS and FURNISHINGS.

You can procure everything known to music from us.

Every Bookseller and Stationer should have a copy of our **GENERAL TRADE CATALOGUE,** a regular encyclopædia to the music trade.

Are you acquainted with our big String offer? Write to-day for full particulars; also secure our Trade Catalogue.

THE R. S. WILLIAMS & SON COMPANY, Limited
145 Yonge Street, TORONTO, CANADA.



We are the oldest Manufacturers of:: **STYLO. AND FOUNTAIN PENS** **in Great Britain.**

Have been over 20 years in the line and should know something about it.
We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.
To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.
If our patterns are not right for your market, we will make up any style or size to suit requirements.
The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, **LONDON, E.C., ENG.**

A GREAT SUCCESS

Warwick of the Knobs

By John Uri Lloyd

A vivid description of a strange people and a curious form of life in Northern-most Kentucky.

25,000 Copies were printed in the first American edition, and a second edition is already in preparation.

16 Full Page Illustrations.

Handsome Cloth Edition, $1.25.

W. J. GAGE CO., Limited, TORONTO

The Cincinnati Game Co.'s

Educational Games

(FORMERLY FIRESIDE GAMES)



Sell the best because most meritorious, most attractive, most fascinating to play and the best advertised.

These games are now put up in Display Easels, in assortments of 2, 4 and 6 dozen; each assortment containing a full line of the games.

The investment is small, sales quick and profits large.

Write us for particulars or order through your jobber.

GAMES OF

Wild Animals,	Strange People,
White Squadron,	Population,
Flags,	Fraction-Play,
In The White-House,	In Castle-Land,
Nationalties,	Authors,
The Mayflower,	Arithmetic-Play,
In Dixie-Land,	Artists,
Poems,	Yellowstone,
Mythology,	Flowers,
Shakespeare,	New Testament,
Individual and Progressive Niloe,	
Young Folks' Favorite Authors,	
Birds.	

The U. S. Playing Card Co., Cincinnati, U. S. A.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

A TIMELY book for libraries is "A Statistical Account of the Seven Colonies of Australia, 1899-1900," by T. A. Coghlin, Government Statistician of New South Wales. This book is the standard work on Australia and appears regularly under Government authority. It is a complete compendium of statistical and other information about the various States of the new Commonwealth, as well as New Zealand, and without being a bulky volume, contains 836 pages. Any Canadian library desiring a copy should be able to get one by applying officially to the statistician in the Government offices at Sydney.

From Mr. Coghlin's work we extract the following: "In all the colonies public libraries have been established. The public libraries in Melbourne and Sydney are splendid institutions, the former comparing favorably with many of the libraries in European capitals. The following table gives the latest information available:

	No. of Libraries.	No. of Books.
New South Wales ...	342	520,000
Victoria	367	1,054,881
Queensland	115	152,589
South Australia	158	276,451
Western Australia ...	34	59,427
Tasmania	41	80,043
New Zealand	304	409,604
	1,361	2,552,995

Three definite lines of work were agreed upon at the recent meeting of The New York Library Association: 1, publication of short reading lists on selected subjects to be available by public libraries at a minimum subscription price; 2, the promotion of the library movement in the press; 3, the establishment of a series of library institutes in remote districts.

Elmvale, Ont., library is open to persons living outside the village who may borrow two books at a time. Yearly membership is $1.

London, Ont., expends annually over $500 in rebinding and repairing. Complaints of injury to the books are often made. Librarian Blackwell says: "Scores of books are almost destroyed by dogs. How it happens that dogs secure the books is more than I can tell, but scores of times persons have handed in damaged books, and blamed their dogs for it. The corners of the covers would be chewed off, the edge of the book torn, or maybe the volume would be chewed so badly that it could not be repaired. In every case, the party returning the book has to pay the cost of the repairs or a new book, as the case may be. Damage by dogs is getting quite common now."

McGill Medical Library has received some valuable volumes from doctors. Dr. Osler, who is known as a collector of rare editions of the old masters in medicine, while in Europe this summer secured some of the rare editions and generously presented them to the library; these are Page's fac-simile reprint of Linacre's edition of Galin's de Temperamentis and Jebb's edition of some of the rare works of Caisus (the original of which are practically out of reach). Also, Boyle's Natural Philosophy, 1667, of which a good idea of the state of medicine about the middle of the 17th century can be obtained, and also Harvey's Degeneratrone Animalius. Mr. John Kelley has presented to the Lindsay library some 30 volumes of Victoria County Council proceedings from 1868-1900. His previous donation of a set of Canadian almanacs, from 1860 to 1900, is now accessible in the library, being bound in eight volumes.

The Ottawa Citizen says that one of Montreal's merchant princes, George Forbes, is to establish a public library in the village of Newington, Stormont county, where he resided before becoming a citizen of the metropolis.

There is nothing strikingly new to report respecting Carnegie libraries in Canada except a tendency, in one or two places, to look the gift horse in the mouth. Guelph is so regarding a $20,000 offer. St. John has not yet decided. Winnipeg electors will probably be asked to vote $10,000 for a site, and the result will be taken as a popular verdict upon the question of accepting the $75,000. Brockville is seeking a Carnegie grant.

GRAPHITE FOR AUTOMOBILES.

From The Joseph Dixon Crucible Company, Jersey City, N.J., comes "Automobile Circular No. 4," which deals with Dixon's graphite preparations for steam, gas and electric automobiles. It has been proven that for the prevention of rust on all chains and gears of automobiles, the "Pure Flake" graphite made by The Dixon Company is most satisfactory. In fact, in all kinds of machinery, large or small, there has been no lubricant found which will quite take the place of this. It is prepared in a number of ways, suitable for all types of automobiles. Included in the circular are a number of testimonials from those who have used Dixon's graphite lubricants on many kinds of machinery, for joints and screw threads, enclosed gears of electric motors, and all other running and wearing parts of automobiles.

Leather Goods.

This is a special and **Greatly Developed Department** of our business.

We manufacture and have now in stock a very superior line of

**PURSES, WALLETS,
LETTER and CARD CASES,
PORTFOLIOS, MUSIC ROLLS,
PHOTOGRAPH CASES,
DRESSING CASES,
LADIES' WRIST BAGS, Etc.**

Our New Line of

Chatelaine Bags



Now a necessity to every lady.

Surpass anything hitherto made.

We have them in all the

NEW MAKES and STYLES of LEATHER.

SEAL, RUSSIA SEAL MOROCCO, WALRUS, HIPPO., RHINO., Etc.

With the **newest** and **finest** of **frames.**

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

51-53 Wellington Street West, TORONTO.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

WM. BARBER & BROS.
Paper Makers,
GEORGETOWN, - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R BARBER.

MUSIC ORDERS
attended to promptly and satisfactorily.
Headquarters for all the Standard and popular English and American Musical Works.
Anglo Canadian Music Publishers' Assoc'n
(ASHDOWN'S) Limited
88 Yonge St., Toronto.

The Canadian-American Music Co., Limited,
No. 15 King Street East, TORONTO, ONT.
General Canadian Agents for White-Smith Music Pub. Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearn & Co., Howley, Haviland & Co., H. S. Gordon, T. B. Harms & Co., E. T. Paull Music Co., G. L. Spaulding, F. A. Mills.
Trade only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.



BERNARD CAIRNS
Leader in
RUBBER STAMPS
MONOGRAMS, SEALS, STENCILS, Etc.
10 King St. West, TORONTO
Awarded Diploma at Toronto Exposition, 1901.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

TISSUE PAPER
All Grades of Copying in Flat and Rolls, Silver, Typewriter, Colored, and Wrapping Tissues (White and Manilla) in every conceivable grade.
WIDE RANGE OF PRICES.
Samples cheerfully mailed on application. Correspondence invited.

GEORGE W. KAYE,
Sales Agent,
503 CARLAW BLDG., 28-30 WELLINGTON ST. W.
TORONTO, ONT.

BAIN BOOK AND STATIONERY CO TORONTO
GEO. W. BEALL BOOKS, STATIONERY & JEWELERY LINDSAY ONT.

Book Labels
In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or Color—Any wording or design.
EXPRESS PREPAID.
Levy&Co., Toronto
19 Leader Lane
Label Makers

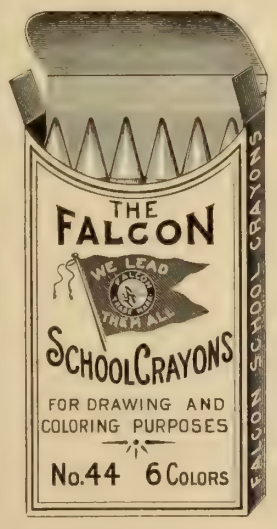
ALEX. PIRIE & SONS
LIMITED
PAPERMAKERS
MILLS
ABERDEEN, SCOTLAND.
Established over 150 years.
Agencies in all the principal cities of the world. A special feature is the manufacture of
MOURNING STATIONERY AND PAPETERIES
of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

Andrew Whyte & Son, Limited
Wholesale, Export and Manufacturing Stationers
Bothwell Works: Edinburgh, Scotland.
Also at Glasgow, and London.

Flat Papers of all grades in Canadian sizes.
Printers' and Bookbinders' Material.
Note Papers, Envelopes, Papeteries, Blank Books.

—Sole Canadian Agents for—
"Annandale Polton" Papers:
POLTON AIR-DRIED VELLUM — In Note and Commercial Sizes.
POLTON PATENT LEDGER PAPER — Supersedes Hand-Made and is 25 per cent. cheaper.
"The Library Note"—Our new high-grade Parchment Note Paper, with Envelopes to match.
Samples and Prices on Application

To have the Best and Most Complete Line of



CRAYONS

has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.
New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.
509-517 Eastern Ave,
Lynn, Mass., U.S.A.

Wall Paper and Decorations.

COMPETITION IN WALL PAPER.

WE had occasion last month to comment on American competition in wall papers this season, chiefly in regard to the merits of some factories in the United States which are offering what is known as flat prices. We have further investigated the subject with a view to finding out just how far the volume of business of Canadian factories has been affected by this—at first sight—attractive proposition.

Possibly nothing could have proved more advantageous to our home producers than the investigation which has been made by most large buyers of wall paper. It is true that one or two American firms have offered papers as low as 2c. as opposed to a local 3c.-grade, which, on the face of it, shows a decided difference. But a moment's consideration shows the weak spots. In the first place these prices are confined to two or three patterns, of which no dealer wants more than a limited quantity and which cut very little figure in any case, compared to the quantity of better goods which he is expected to order. Again, these snap lines are usually last season's jobs. Similar goods can be bought from any Canadian factory, while they last, at practically the same final prices.

But it is in the better grades where the real delusion of "flat prices" exists. It is a simple matter to advance the price of hanging and ceiling 1c. and quote the border at flat price and, as compared with a similar 5c.-Canadian paper, show a discrimination against the buyer af 25 per cent., but even at same wall price, there is still 18 per cent. in favor of Canadian goods, and this without considering the 10 per cent. quantity discount and other advantages derived from Canadian factories in many ways.

In higher grades of American papers the opportunity for "wool pulling" is still greater. The ordinary dealer does not always consider these things, but we have the best authority for knowing that every large buyer has figured this out, and the next blue book will show a smaller import than during any former year.

Of course, there is a legitimate limited trade in high-grade American goods, but the alleged attractions of the staple grades have proved a fake and have not adversely affected the volume of home orders. We firmly believe that nine out of 10 dealers are now educated up to these facts, and those who have in the past expanded their trade and profits through the medium of Canadian goods will continue to do so with material from the same source.

COLIN MCARTHUR & CO.'S FIRE

On Monday night, October 28, part of Colin McArthur's wall paper plant in Montreal was destroyed by fire, and at one time the flames threatened to consume the whole establishment. Yet, owing to the good work of the firemen, the fire was checked when about two-thirds of the factory had been ruined. The remaining portion of the establishment, containing all the printing presses and print rollers which, it seems, were injured only by water, was untouched by the fire. The warehouse and office separated from the factory by a narrow lane escaped free, leaving the firm an opportunity to complete all shipments. In fact, some shipments were made the next day, showing that business has not been interrupted.

Mr. McArthur is now busy preparing for the re-erection of the plant and he expects that everything will be restored and in full running order in two months' time. The spring business will be done as usual.

The damage amounted to $50,000 or $60,000, which was fully covered by insurance.

WALL PAPER FOR 1902.

"Staunton's" 1902 line shows a splendid range in tapestry papers. The demand for tapestry wall hangings is increasing, and in this line the company's sample books show several very effective colorings. One of them, the "Rowsley" design, is a very neat thing, showing a large climbing rose and with a neat touching of gold, makes a very effective hanging. The "Willoughby" is another very handsome design in the tapestry class, and is shown in several colorings. Another one is the "Linhurst," which makes a very suitable hall or dining-room hanging. The colorings are beautifully blended and the effects very chaste. These are only hints of the full tapestry line, and the company would be pleased to forward samples to the trade having some special job on hand for which they want something specially nice.

The Stauntons report the mills running full time on orders and prospects good for the biggest trade they've ever done.

MODERN THEATRE DECORATIONS.

NO longer are places of public amusement decorated in flaring and inharmonious combinations of color and design. The plain, quiet, artistic arrangements have superseded the garish treatments common in bygone days.

This reformation has been brought about by the better education of the public itself in matters of art. The American people for years have stood the brunt of many good-natured jests from the Old-World centres of culture. In the past few years there seems to have taken place an awakening. The American people seem to realize more and more the importance of surrounding themselves with the beautiful and artistic influences. The theatres and similar institutions, which cater directly to the great mass of the people, have been quick to appreciate the change.

One of the most modern playhouses in the country—one which has just been opened—is the new Garrick Theatre in Philadelphia. There is nothing extreme, nothing loudly ornate in its decorative theme, but everywhere evidence of good taste is apparent.

The Chestnut street entrance is an archway of carved stone. On one side is a mural relief, representing the balcony scene in Romeo et Juliet, while on the other are depicted a number of incidents from the tragic life of the unfortunate Cleopatra. These reliefs were designed by Willis Hale and modelled by Otto Jahnsen.

Passing fram the entrance one enters the reception hall, furnished handsomely in Oriental style. A fine Oriental carpet covers the floor, while the furniture is upholstered in red leather. The walls are finished in maroon with pale blue paneling, upon which are hung a number of pieces of armor. The paintings in this room are worthy of notice as is the method in which they are arranged. Over each picture is an Oriental canopy which adds much to the artistic effect. There is also an open fireplace which gives a cheerful touch to the general arrangement.

The body of the house is finished in maroon, green and gold. Over the stage is a dainty fresco, representing the muse welcoming the light of genius. The walls are finished in maroon, while the hangings are in green and gold. The carpet is a fine Bigelow-Lowell wilton with a rich green body and light green figures. The Philadelphia establishment of Gimbel Brothers had charge of the upholstery work, and furnished all the hangings and drapery.—American Upholstery Journal.

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

OUR BEST ADVERTISEMENT

THIS SEASON

WAS THE INVESTIGATION BY EVERY LARGE DEALER OF THE MERITS OF CANADIAN VS. AMERICAN PRICES. - - - - - - - - -
IT PROVED WE OFFERED A MUCH GREATER VARIETY OF PATTERNS IN ALL GRADES, GENERALLY BETTER COLORINGS, AND A MUCH LOWER PERCENTAGE OF COST IN BUYERS' FAVOR

THE RESULT IS INCREASED TRADE

WITH MOST DEALERS AND LOSS WITH NONE.

DO NOT DELAY

TO FURTHER STRENGTHEN YOUR ASSORTMENT WHERE NECESSARY FOR 1902.

SAMPLES ON APPLICATION.

NOV. 1901

WALL PAPER AND DECORATIONS—Cont'd.

HOUSE DECORATION.

At the bottom of all architectural effect is plan. The decoration of a room for the attainment of character is best begun with the footing courses of the building. The character to be attained will come under two heads—dignity or "cosiness." The latter, which we may call the domestic manner, seems to be the special development of modern planning, and the recipe is compact complexity of arrangement; complexity, that is to say, not for its own sake, nor the sake of variety, but to match the complexity of modern domestic life arranging the area of rooms with such artistic precision that there are no waste spaces. For this reason the floor plan is irregular, and there is often much irregularity in the rooms themselves; for windows which are placed only with a view to catch the light or the sun are often bowed; fireplaces which are designed only for the greatest snugness are likely to be nooked; furniture which, like the sideboard, is of such dimensions as to be immovable, is provided with a home of its own, recessed so as to be in the room without claiming unnecessary side space; while the hall, which is at once an entry, a waiting-room, a place for storing outer garments out of the way, an approach which should invite to the principal rooms with encouragement of good things beyond, and which should indicate the stairs with equal promise but without encouragement, is a field for the ingenuity of the architect against which, if there is to be much comfort in little space, one can predict little but that variety is assured. The wall treatment of such a plan is devoted in the first place to further emphasis of its complexity by furring down the ceiling in recesses from the main area so that they are subordinate in height as well as in area. It is obvious that when this is done the scheme is all there. Details aim rather at fitting into and emphasizing the arrangement than at attracting special attention to themselves; moreover, economy through force of taste is the idea at the bottom of this manner of work; elaboration is, therefore, not the note for detail so much as simplicity. Such details as are used have also preferably some function to perform. The picture moulding, the dado capped with a shelf, the built seat and cabinet recess are much in use. The picture moulding will run at the level of the lowered ceilings over recesses, forming an angle finish under these ceilings and the bottom member of a frieze for the loftier central area. The central area will thus be the only part that will have wall decoration proper, for the space between the dado and the picture moulding is properly, in a simple dwelling, devoted to pictures, and the only effort expended upon the wall is to obtain such texture of material as will keep the surface from being dull, though, as a background for pictures, it should be plain. Sand finish plaster, burlap, or decorators' canvas and other stuffs are in use; but here is a field for invention and discovery.—Canadian Architect and Builder.

Notes of Canadian Trade

THE recent visit to Ontario and Quebec of Mr. W. H. Bone, senior member of the well-known firm of J. N. Hibben & Co., Victoria, B.C., was a pleasure to many old friends in the trade of which he is so old and distinguished a figure. Mr. Bone went out to the Pacific Coast many years ago—in 1863—from Bowmanville. In those days British Columbia was a remote possession of the British Crown, and he travelled to it from Canada by way of Panama. Mr. Bone entered the Hibben establishment in 1871 as a mere lad, and to-day he and young Mr. Hibben comprise the firm. He speaks encouragingly of the prospects in the West, especially in Victoria, which will steadily expand with the development of the resources of Vancouver Island. The mining wealth there is very promising. Department store competition has no terrors for Western firms like T. N. Hibben & Co., who carry a large stock and do a fine business. Besides Toronto, Mr. Bone visited Montreal and Ottawa, where he has relations.

Mr. A. E. Huestis, manager of The Bain Book & Stationery Co., Toronto, has just attained his "majority" in the book and stationery trade, having entered into the business in Halifax in the year 1880. His record has been three years in Halifax, then eight years in The Methodist Publishing House, Toronto, and after a return to Halifax of two years, back to Toronto again with The Bain Book & Stationery Co.—and their predecessors—John Bain & Son.

We regret to announce the death of Mr. Robert Anderson, the esteemed senior partner of the publishing firm of Oliphant, Anderson & Ferrier, who died at his residence, Ardgowan, Edinburgh, October 5, in his 72nd year. The sympathy of Canadian friends will be extended to Mr. Ferrier, who is well known from his visits to this country.

A "Dickens" window in Tyrell's bookstore, Toronto, attracted a good deal of attention. A variety of editions of Dickens' works, pictures of the author, illustrations from his books, and pictures of famous actors representing some of his characters were all grouped in the display.

W. J. Wilson has registered as W. J. Wilson & Co., booksellers, Montreal.

T. Wheatly succeeds H. Yard & Sons, Sarnia, Ont., in their wall-paper business.

J. H. Monteith, stationer, Killarney, Man., has been burned out; insured.

Among those who were burned out in the Sydney, C.B., fire, of October 21, were J. E. Patillo, stationer and bookseller, insurance, $2,000; and Stanfield & McLeod, stationers and booksellers.

G. W. Berry, druggist and stationer, Lucknow, Ont., advertises his business for sale by tender.

R. W. Potmore, druggist and stationer, Golden, B.C., has assigned to Thomas O'Brien.

Clawson & Pinnell, wall paper dealers, Kamloops, B.C., suffered a loss by fire; insured for $1,550.

W. A. Hughes, boots, shoes and stationery, Dundas, Ont., has sold out the boot and shoe stock.

The death of Mr. Thomas H. Hall, a well-known and respected bookseller of St. John, N.B., occurred on October 17. Mr. Hall was a Nova-Scotian by birth, but had resided in St. John since 1859. He was first employed by Magee Bros., and Lansdowne & Mackin, going into business for himself in 1861. This was his fortieth year actively engaged in conducting his own business. Mr. Hall was one of the most prominent Baptists in the Maritime Provinces and took a leading part in the New Brunswick Baptist convention. He was 65 years of age. The business will be continued by Mrs. E. K. Hall.

The stock in trade, books and stationery, of The Publishers' Syndicate, Limited, Toronto, in liquidation, has been sold to S. Carsley, Montreal, department store. Mr. Palmer, manager of the book department, superintended the removal of the stock to Montreal. The price paid is said to be in the neighborhood af 50c. on the dollar. The closing of this business removes a good retail establishment from Toronto. It was probably too ambitious an enterprise for a city of Toronto's size where department-store competition in stationery and the existence of a large free public library does not warrant much expansion in this trade. The existing stores do a good trade and hold it, so that the Syndicate could not make a place for itself. The subscription-book business of the concern is also being sold off.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

COLIN McARTHUR & CO'S WALL PAPER FACTORY

which was damaged by fire on Oct. 28th
will be **Rebuilt** and in full operation by

NEW YEAR'S DAY

There are nearly **One Million Rolls** of **New Goods** on hand for immediate use, so that all Customers will have their Spring Goods on their shelves before the opening of the Wall Paper Season.

STAUNTON WALL PAPERS 1902

First cost is not the chief consideration in buying wall papers. How much profit will certain patterns bring ought to be of most importance to you—don't you think? Better pay 5 cents for a paper that will sell for 10 cents, than 4½ cents for one that will sell for 7 cents. Figure it out for yourself. Our designs are so practical, colorings so saleable, qualities so dependable, that you're always certain of good profits in handling **Staunton** goods.

Write for samples—a post card will do it.

STAUNTONS LIMITED
FORMERLY M. STAUNTON & CO.

TORONTO

List of Publications

C. O. BEAUCHEMIN & FILS, MONTREAL.

Beaudoin (Ph.): Supplement No. 1 to the Index to Incorporated Bodies and to Private and Local Law, from January 1, 1896, to January 1, 1901. Nearly 5,000 names. 1 vol., 8vo Royal, bound in half calf, $4.

Mathieu (Juge M.): Table alphabetique des causes de la Province de Quebec rapportees et citees dans les differentes revues judiciares de cette Province jusqu'au 1er janvier 1899. Tome 1 (A to H.) 1 vol., Royal (8vo) bound, $7.

Mathieu (Juge M.): Rapports Judiciaires revises de la Province de Quebec. Tome XXIV. 1 vol., 8vo, bound, $7.

Bellemare (R.): Les bases de l'histoire de Yamachiche, 1703-1903. 1 vol. 8vo, $1.

Sauvalle (Marc.): Rocueil de discours prepares. 1 vol. 12mo, 30c.

Hardy dit Chatillon (O): La Prise de Quebec par les Anglais en 1759, drame historique en 5 actes et 7 tableaux d' apres un ouvrage de Henri Cauvain. 1 vol., 12mo, 50c.

L'Oublie, Roman—by Conan (Laure).

Nos Travers — Causeries dediees aux familles Canadiennes. 1 vol. in 12-30, by Madame Dandurand.

E. M. RENOUF, MONTREAL.

Renouf's Easy Exercises in English Grammar. 136 pp. Authorized for use in Quebec schools.

Elements of Infinitesimal Calculus, by Professor Chandler, Professor of applied Mathematics at McGill, $1.75.

Progressive French Reader, by H. H. Curtis and Leigh R. Gregor. Pt. I., 30c.; Pt. II., by Mr. Curtis, 50c.

New Edition of Curtis' Oral Lessons in French in five parts.

McLEOD & ALLEN, TORONTO.

Secret Orchard, by Agnes and Edgerton Castle, authors of Pride of Jennico; paper 75c., cloth $1.25.

Mark Everard, by Knox Magee, author of With Ring of Shield.

Lazarre, by Mary Hartwell Catherwood.

GRANGER FRERES, MONTREAL.

Vieux Muet, on Un Heros de Chateauguay, par J. B. Caouette; paper, $1.

Le Mariage Clandestin des Catholiques devant la loi du pays. Dictum de Juge Lemieux senor par M. l'abbe Elie J. Auclair; 96 pp., 38c.

Conference sur La Litterateur Canadienne par Jules S. Lesage, 25c.

Les Bases de l'Histoire d'Yamachicha, 1703-1903, by R. Bellemare, $1.

Le Leore d'Or of the Canadian contingents in South Africa, English and French, by Gaston P. Labat; cloth, $2.

Charles Guerin—Roman de Moeurs Canadiennes, by Pierre J. O. Chauveau, new edition, $1.

Compendum Juris Canonici ad usum Cleri Canadensis Gignas, $1.75.

L'Ame Americaine Les Origines—La Vie Historigues par Edmond de Nevers, 2 vols., $2.

THE MUSSON BOOK CO., TORONTO.

A Daughter of New France, by Mary Catherine Crowley. Sixth edition. Paper, 75c.; cloth, $1.50.

The Blue Baby, by Mrs. Molesworth; cloth, 50c

THE W. J. GAGE CO.

Warwick of the Knobs, by John Nri Lloyd. Paper, 75c.; cloth, $1 25.

WILLIAM BRIGGS, TORONTO.

The Man from Glengarry, by Ralph Connor. Cloth, net $1.25.

The Outcasts, by W. A. Fraser. $1, net.

The Making of a Marchioness, by Frances Hodgson Burnett. Cloth, $1.25.

Dri and I, by Irving Bacheller. Paper, 75c.; cloth, $1.25, net.

The Portion of Labor, by Mary E. Wilkins. Cloth, $1.50.

Patriotic Song, by Arthur Stanley. Cloth, $1.25.

'Tilda Jane, by Marshall Saunders. Paper, 75c.; cloth, $1.25.

The Making of a Country Home, by J. P. Mowbray. Cloth, $1 50.

The Voyage of Ithobal, by Edwin Arnold. Cloth, $1.25

Charles Mair's Poems. Cloth, $1.50; half-calf, $2.50.

Better Lives for Common People, by John Maclean, Ph. D. Cloth, 50c.

The Insect Book, by Leland O. Howard, Ph. D. $3, net.

In Nature's Workshops, by Grant Allen. $1.25.

Birds in Natural Colors. Cloth, $2, net.

Galopoff, the Talking Pony, by Tudor Jenks. Cloth, $1.

Tarry Thou Till I Come, by George Croly. New holiday edition in two volumes, $4.

GEORGE N. MORANG & CO., TORONTO.

The Eternal City, by Hall Caine. Cloth, $1.50; paper, 75c.

Tristram of Blent, by Anthony Hope. Cloth, $1 50; paper, 75c.

Kim, Little Friend of all the World, by Rudyard Kipling. Cloth, $1.50; paper, 75c.

The Alien, by F. F. Montresor. Cloth, $1.50; paper, 75c.

The Lady of Lynn, by Sir Walter Besant. Cloth, $1.50; paper, 75c

Love Idylls, by S. R. Crockett. Cloth, $1.50; paper, 75c.

The Quiberon Touch, a Romance of the Sea, by Cyrus Townsend Brady. Cloth, $1.50; paper, 75c.

Why Not Sweetheart? by Julia W. Henshaw. Cloth, $1.50; paper, 75c.

John Foster, by Hamilton Wright Mabie. Cloth, $2.

The Poems of Archibald Lampman, edited with a memoir, by Duncan Campbell Scott, $2.

The Lives of the Hunted, by Ernest Seton-Thompson. Cloth, $2.

The Wild Animal Play, by Ernest Seton-Thompson, $1.50.

The Porter of Bagdad, and Other Fantasies, by Archibald McMechan. Cloth, $1.

Nineteen Hundred and Two, a Canadian Calendar, with pictured things of Canadian Sports. 35 cents.

THE COPP, CLARK CO, LIMITED, TORONTO.

The Cavalier, by Geo. W. Cable; cloth, $1.25.

Marietta: A Maid of Venice; cloth, $1.25,

The Benefactress, by the author of Elizabeth and Her German Garden; cloth, $1,25.

The Road to Frontenac, by Samuel Merwin; cloth, $1.25.

New Canterbury Tales, by Maurice Hewlett; cloth, $1.25.

Circumstance, by S. Weir Mitchell. Paper, 75c.; cloth, $1.25.

Young Barbarians, by Ian Maclean; cloth, $1.25,

Forest Folk, by James Prior. Paper, 75c.; cloth, $1.25.

Her Majesty's Minister, by Wm. Le Queux. Paper, 75c.; cloth, $1.25.

Amos Judd, by John A. Mitchell; cloth, $1.50.

The Ruling Passion, by Henry Van Dyke; cloth, $1.50.

Among the Pond People, by Clara D. Persin; cloth, $1.25.

The Violet Fairy Book, by Andrew Lang; cloth, $2.

All Men are Liars, by Joseph Hocking. Paper, 75c.; cloth, $1.25.

The Bookseller and Stationer

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL ..... 232 McGill Street
Telephone 1255
TORONTO ..... 10 Front Street East
Telephone 2148
LONDON, ENG. ..... 109 Fleet Street, E.C.
W. H. Miln
MANCHESTER, ENG. ..... 18 St. Ann Street
H. S. Ashburner
WINNIPEG ..... Western Canada Block
J. J. Roberts
VANCOUVER, B.C. ..... Flack Block
J. A. Macdonald
ST. JOHN, N.B ..... No. 3 Market Wharf
J Hunter White
NEW YORK ..... 176 E. 88th Street

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere ..... 6s. 3d.

Cable Address { Adscript, London. / Adscript, Canada.

INDEX TO ADVERTISEMENTS.

	Page.
Anglo Canadian Music Pub. Assn	19
Barber & Bros., Wm	19
Barber & Ellis Co., Limited	13
Bell Telephone Co	24
Briggs, William	10
Brown Bros., Limited	1, 18
Buntin, Gillies & Co.	Outside back cover
Burge, Warren & Ridgley	17
Cairns, Bernard	19
Canada Paper Co	Outside back cover
Canadian-American Music Co.	19
Confederation Life Association	Outside back cover
Cooper, Dennison & Walkden	Inside back cover
Copp, Clark Co., Limited, The	2, 7
Curry, George	1
Desbarats Advertising Agency	22
Dixon Crucible Co., Jos	Front cover
Gage & Co., Limited, W. J	17
Gillott, Joseph	11
Kaye, Geo. W	19
Kelk, F. & E. W	15
Levy & Co	19
Long, John	9
McArthur & Co, Colin	23
Mittag & Volger	13
Morang & Co., Geo. N.	1
Morton, Phillips & Co.	1
Payson's Indelible Ink	19
Pirie & Sons, Limited, Alex.	19
Revell Company, Fleming H	9
Roberts' Advertising Agency	19
Standard Crayon Co	19
Stauntons Limited	23
Turkish Steel Pen Co	1
U. S. Playing Card Co	17
Warwick Bros. & Rutter	Insidefront cover, 1
Waterston & Sons, Geo	15
Watson, Foster Co., Limited, The	21
Western Assurance Co	11
Williams & Son Co., R. S	17
Whyte & Sons, Andrew	19

BUSINESS

becomes a pleasure with an Extension Desk Set in your office;

It brings business; saves many steps and valuable time.

THE BELL TELEPHONE CO. OF CANADA.

FACTORY FOUNDED A.D. 1735

WALKDEN'S

FACTORY REBUILT 1892

WRITING INKS



SCIENTIFICALLY MANUFACTURED IN THE OLDEST ESTABLISHED INK FACTORY IN THE WORLD.

BLUE BLACK, COPYING, SCARLET,
EXTRA BLACK, JAPAN, FANCY COLORS

IN STONE OR GLASS BOTTLES.

"MELANYL" MARKING INK

WARRANTED INDELIBLE AND HARMLESS ON ANY FABRIC.
REQUIRES NO HEATING.

SEALING WAX

IN ALL QUALITIES OF LETTER, PARCEL, BOTTLING AND DRUGGISTS' WAX.

"VICTORIA" "ROYAL CROWN" "BANK OF ENGLAND"
The three finest qualities of Letter Wax made.

FANCY COLORED WAX A SPECIALTY. SIXTY EXQUISITE AND DELICATE SHADES.
Put up in various sizes of sticks.

PARCHMENTS AND VELLUMS

OF EVERY DESCRIPTION FOR WRITING AND BINDING.
CONTRACTORS TO H.M. GOVERNMENT.

QUILL PENS, NIBS AND TOOTH PICKS.

ILLUSTRATED CATALOGUE, SAMPLES AND TERMS ON APPLICATION.

WALKDEN'S INKS CAN BE OBTAINED OF
THE COPP, CLARK CO., TORONTO.

MANUFACTURERS:
COOPER, DENNISON & WALKDEN, LIMITED
St. Bride Street, E.C., and Verney Road, S.E., LONDON.

INKS...

At Manufacturers' Prices.

Stephens'
Stafford's
Underwood's
Paul's

Dimity Stationery

The best stores are selling it.
The best people are using it.

BUNTIN, GILLIES & CO.

MONTREAL OFFICE,
204 St. James Street.

HAMILTON.

TOILET PAPERS...

HOME, 5c. Package, $3 25 per 100
HOUSEHOLD, (our leader) $5 00 per 100
A Substantial 10c. Package.
Sheet Papers, of all grades.
Also GEM ROLLS, $3.25 per 100.
And larger rolls at equally attractive prices.

SEND FOR ILLUSTRATED CATALOGUE.

CANADA PAPER CO., Limited

TORONTO.

A Good Reputation
A Good Past
A Good Present
A Good Future
Bookseller and Stationer
Montreal and Toronto
And all over Canada
Once a Month
Carries Lots of Advertising
Because
It Pays Advertisers

Bookseller and Stationer Montreal and Toronto

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

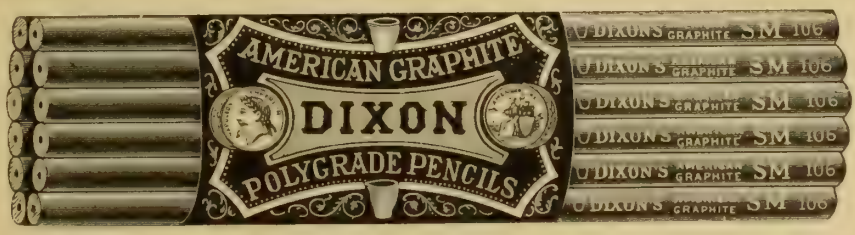
W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

BOOKSELLER AND STATIONER

DECEMBER



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

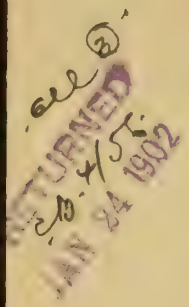
BOOKS, STATIONERY, FANCY GOODS, ETC.

THE McLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

A.H. HOWARD - DESIGNER

Blank Books

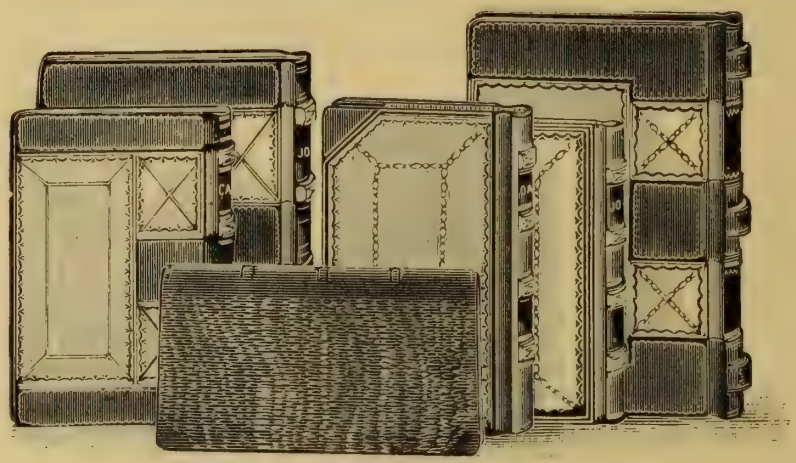
"Misrepresentation is commercial suicide. Every promise made to induce patronage should be kept."
Printers' Ink



THE PERFECTION of manufacture, the quality of stock and general character of finish make our series of Blank Books the standard by which other lines are measured. We look carefully after every detail in order that the retail stationer may positively guarantee "satisfaction to user."

SPECIAL

Half-Russia, extra
Post Folio--5 titles
La. Post Quarto--minute
Sm. Post Quarto--5 titles
Royal Octavo--4 titles



SPECIAL

Private Account Books
Japanese Letter Books
Half-Russia Bill Books
Half-Roan Quire Books
Full Canvas Blotters

Standard Series

No. 1. Half-Russia, extra, all rulings, sizes and titles.
No. 2. Half-Sheep, extra, all rulings, sizes and titles.

JAPANESE LETTER BOOKS —— ONCE TRIED, ALWAYS USED.
Do you stock them? If not, why not?



Warwick Bro's & Rutter

Manufacturing Stationers,
TORONTO.



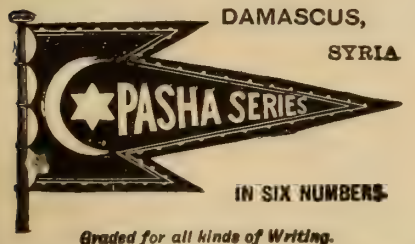
RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.

GEORGE CURRY, 66 Church St., TORONTO.

TURKISH STEEL PEN CO.,

DAMASCUS, SYRIA



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter TORONTO

Standard Commercial Works.

Matte's Interest Tables,

At 1, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, $3.00.

Matte's Three Per Cent. Interest Tables,

By the same author. On fine toned paper and strongly bound. Price, $3.00.

Hughes' Interest Tables and Book of Days combined.

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum. By CHARLES M. C. HUGHES. Price, $5.00.

Hughes' Supplementary Interest Tables,

Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3¼ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ⅛ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ¼ per cent. rates. By CHARLES M. C. HUGHES. Price, $2.00 nett.

Hughes' Interest Tables,

At 6 and 7 per cent. per annum (on the basis of 365 days to the year), for one, two, three and four months and days of grace; for use in Discounting and Renewing Promissory Notes. By CHARLES M. C. HUGHES (on folded card, 14¼ x9½) strongly bound. Price, $1.00.

Hughes' Savings Bank Interest Tables,

At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1 12 part of a year; by CHARLES M. C. HUGHES. Price, $1.00.

Buchan's Sterling Exchange Tables,

Converting sterling into Canadian currency, and *vice versa*, advancing by 8ths and 16ths, with other useful tables; by EWING BUCHAN. Second edition. Price, $4.00.

Buchan's Sterling Equivalents and Exchange Tables,

Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc.; by EWING BUCHAN. Price, $4.00.

Buchan's Par of Exchange (Canadian),

Giving sterling into dollars and cents and *vice versa*, from £1 upwards, also sterling equivalents, Canada into New York and *vice versa*; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,

A hand-book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, $1.00.

The Canadian Customs Tariff,

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, Francs, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
PUBLISHERS,
1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry a full line of our publications in stock.

George N. Morang & Co.
LIMITED

New Fiction.

The Eternal City
BY
HALL CAINE.
Cloth, $1.50. Paper, 75 cents.

An Idol of Bronze
BY
L. P. HEAVEN.
Cloth, $1.25. Paper, 50 cents.

Kim
BY
RUDYARD KIPLING.
Cloth, $1.50. Paper, 75 cents.

The Quiberon Touch
BY
CYRUS TOWNSEND BRADY.
Cloth, $1.50. Paper, 75 cents.

Tristram of Blent
BY
ANTHONY HOPE.
Cloth, $1.50. Paper, 75 cents.

Love Idylls
BY
S. R. CROCKETT.
Cloth, $1.50. Paper, 75 cents.

Why Not Sweetheart?
BY
JULIA W. HENSHAW.
Cloth, $1.50. Paper, 75 cents.

The Alien
BY
F. F. MONTRESSOR.
Cloth, $1.50. Paper, 75 cents.

Gift Books.

Bob, Son of Battle
BY
ALFRED OLLIVANT.
24 Illustrations. Cloth, $1.50.

Lives of the Hunted
BY
ERNEST SETON-THOMPSON.
Over 200 Drawings. Cloth, $2.00.

The Poems of Archibald Lampman
Holiday Edition, 2 Vols.
Boxed, Paper Label, $2.00.

A Child of Nature
BY
HAMILTON WRIGHT MABIE.
Photogravure Illustrations.
Decorated Borders, $2.00.

Life and Letters of Sir John Everett Millais
BY
J. G. MILLAIS.
310 Illustrations and 9 Photogravures, 2 Vols, $6 00.

Napoleon
BY
LORD ROSEBERY.
Large, 8 vo. Cloth, $2.00.

Silas Marner
BY
GEORGE ELIOT.
60 Illustrations, by Reginald Birch, on Plate Paper, $2.00.

Rip Van Winkle
AS PLAYED BY
JOSEPH JEFFERSON.
Cloth, Illustrated, $2.00.

Publishers, - Toronto.

FOUNTAIN PENS.

A New Series. | **Pens You Can Depend Upon.**

Their Good Points

These Fountain Pens are made from the best vulcanized Para Rubber, and are fitted with a selected heavy 14-karat gold pen, specially strengthened in the parts subjected to the most wear and spring. The pen is tipped with the best quality of iridium, as hard as a diamond. A special feature of this pen is the attention given the fitting of the screw section and cap, which is essential to insure a pen that will not leak.

Our feed is fitted with a very simple underfeed working freely and automatically by capillary attraction. It is the same feed as that of a celebrated maker whose patent having recently expired, enables us to offer you a fountain pen in every respect identical with the pen until now considered to be the best on the market, but which we offer at half the price.

The Pens



Our dollar pen—the best fountain pen for the least money. 14-karat gold nib with diamond point, best black vulcanized Para rubber. Fine, medium or stub points. Price, 75 cents.

Our Business Series

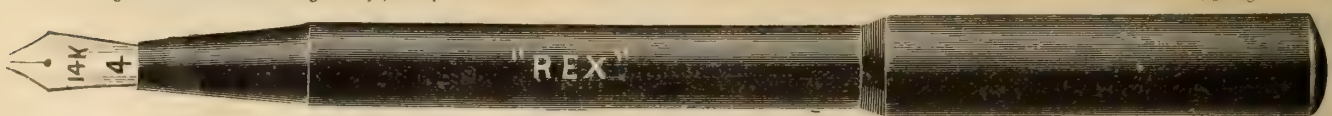
made in fine, medium and stub points.



No. 2W—Fitted with No 2 heavy gold pen..... Price, $1.00



No. 3W—Fitted with No. 3 heavy gold pen. ..... Price, $1.25



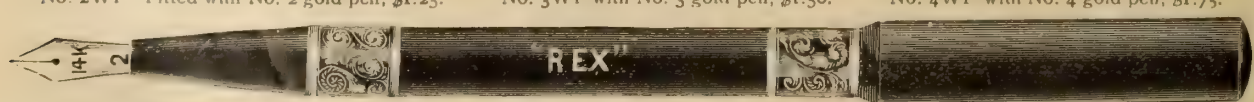
No. 4W—Fitted with No. 4 heavy gold pen..... Price, $1.50

Our Handsome Presentation Series

This series, which is identical with our business series in sizes of barrels and nibs, is in addition mounted with gold bands, giving the pen a very rich and striking appearance. Nothing could make a more useful and acceptable gift.



No. 2WP—Fitted with No. 2 gold pen, $1.25. No. 3WP with No. 3 gold pen, $1.50. No. 4WP with No. 4 gold pen, $1.75.



No. 2WG—Fitted with No. 2 gold pen, $1.50. No. 3WG with No. 3 gold pen, $1.75. No 4WG with No. 4 gold pen, $2.00.

SEND FOR OUR PRICE LIST OF PEARL HOLDERS, GOLD AND SILVER PENCILS, ETC.

THE COPP, CLARK COMPANY, Limited, 64-66 Front St. West, TORONTO.

cuts RETURNED
DEC 12 1901

The Bookseller and Stationer

Vol. XVII. MONTREAL AND TORONTO, CANADA, DECEMBER, 1901. No. 12.

Topics for the Bookseller.

CHRISTMAS TRADE.

FROM all accounts one hears, the Christmas trade this year is unusually good. This report comes from both the larger cities and the towns, and the demand which has been felt in the last two or three years for books as Christmas presents and for stationers' goods of various descriptions is keeping up well. The sale of Christmas papers this year is rather ahead of last year than otherwise, and it really looks as if the retail trade were certainly doing their best with the Christmas trade, whatever they may do at other seasons of the year.

***

NET PRICES.

WE do not hear that any steps are being taken to discuss the question of net prices in Canada. Is this matter to to be allowed to rest until it is too late to do anything? Are the bookdealers going to wait on the publishers for action, and are the publishers going to wait for the booksellers? Surely there are enough resolute men in the trade to have a preliminary conference and see what can be done. Then, there is the success of the arrangement by which the annuals are being sold everywhere this year at the list price. As it has taken the publishers of the annuals several years to bring about the present arrangement, dealers will see that it is not so easy a task to secure general acceptance for any proposal as might seem at first sight. We are thoroughly convinced that unless someone makes a move the present opportunity for taking action will go by, never, perhaps, to return. As publishing expands in Canada, as it very likely will do, it would be desirable to secure such an arrangement now, whereas, when competition becomes keener and more houses spring into existence, to bring them together will be all the harder.

***

THAT NEW COMPETITION.

DURING the last few weeks the Book Lovers' Library has begun its Canadian operations by opening up a handsome branch in Toronto in the very centre of the city. The enterprise, we understand, is being pushed in a business-like way, and a certain number of subscriptions are being obtained. The books are delivered and collected to and from subscribers by a regular horse and carriage delivery. Thus far, the subscriptions have come mostly from well-to-do people, and it remains to be seen what patronage there is likely to be for a concern of this kind. It is our own opinion that they will find Canada an unsuitable place for working their scheme, and that it will ultimately have to be abandoned. In any event, we do not see what the booksellers could do except to patiently wait and see what the outcome is.

***

ATTACKING A HUMBUG.

IN plain terms The Toronto World denounces The Ladies' Home Journal man as "one of the biggest quacks in the United States." The main object of the paper, it says, "appears to be to instil into every American girl's and boy's mind, and into every American woman's mind, that veneer is the thing, and that imitation of the rich by means of sham is the main object of life. They are all going to live in the White House or at least be Vanderbilts, and, if they do not, then, at least, they'll be able to appear to live there, and to be millionaires, if they put tissue-paper shades on their lamps! The Bok idea is the pillow-sham raised to the thirty-third degree! But all this is done under the pretence of building up the home, of brightening the life of the American people, and, above all, of teaching and instilling a taste for package goods, for complexion powders, for corsets of wonderful build and scores of so-called proprietary articles." There are lots of good periodicals, and Canadian dealers should push them in preference to The Ladies' Home Journal, which, a few weeks ago, raised its price to the trade and gav insincere reasons for doing so.

***

NET PRICES IN THE UNITED STATES.

The American Publishers' Association are still fighting undersellers who by some means or other obtain supplies. A circular issued to the trade says that jobbers have cooperated so as to stop leakages from that source. Then, the undersellers got supplies from some retail dealers who occasionally divide with another dealer and sell small lots at wholesale rates. Sometimes the sales were made innocently to an underseller's agent. Sometimes they were not. In order to put a stop, however, to this breach in the rules, the association, says the circular, "will adopt the following plan to bring about careful and intelligent cooperation throughout the trade: It may not be generally known that many books sold to the trade bear a private mark of the publisher, which enables him to tell to what dealer such books were sold, leaving no room for doubt. This mark is known to the association, and should a book bearing such mark be sold to an underseller, the dealer who originally bought it will be asked to explain how it reached the counters of the underseller. If such explanation is not satisfactory, the association will stand ready to adopt and enforce such methods of correction as seem necessary and proper."

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BRANTFORD.

1. "With Roberts to Pretoria," by G. A. Henty. Copp.
2. "Mark Everard," by Knox Magee. McLeod.
3. "The Crisis," by W. Churchill. Copp.
4. "The Eternal City," by H. Caine. Morang.
5. "Tarry Thou Till I Come," by G. Croly. Briggs.

GUELPH.

1. "Kim," by R. Kipling. Morang
2. "The Man from Glengarry," by R. Connor. Briggs.
3. "The Eternal City," by H. Caine. Morang.
4. "Mark Everard," by K. Magee. McLeod.
5. "Lazarre," by M. H. Catherwood. McLeod.
6. "Right of Way," by G. Parker. Copp.

HAMILTON.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Right of Way," by G. Parker. Copp.
4. "Good Red Earth," by E. Phillpotts. Briggs.
5. "Kim," by R. Kipling. Morang.
6. "Tristram of Blent," by A. Hope. Morang.

KINGSTON.

1. "The Man from Glengarry," by R. Connor. Briggs.
2. "The Eternal City," by H. Caine. Morang.
3. "Dri and I," by I. Bacheller. Briggs.
4. "Lives of the Hunted," by E. Seton-Thompson. Morang.
5. "The Benefactress." Copp.
6. "Kim," by R. Kipling. Morang.

LONDON.

1. "Graustark," by G. B. McCutcheon. McLeod.
2. "Right of Way," by G. Parker. Copp.
3. "The Crisis," by W. Churchill. Copp.
4. "Eben Holden," by I. Bacheller. Briggs.
5. "Tarry Thou Till I Come," by G. Croly. Briggs.
6. "Alice of Old Vincennes," by M. Thompson. Briggs.

OTTAWA.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Kipling. Morang.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Mark Everard," by K. Magee. McLeod.
5. "Johnnie Courteau," by W. H. Drummond. Putnam.
6. "Right of Way," by G. Parker. Copp.
7. "Circumstances," by S. W. Mitchell. Copp.
8. "The Man from Glengarry," by R. Connor. Briggs.

STRATFORD.

1. "Doom Castle," by N. Munro. Copp.
2. "Right of Way," by G. Parker. Copp.
3. "Dri and I," by I. Bacheller. Briggs.
4. "The Eternal City," by H. Caine. Morang.
5. "Lives of the Hunted," by E. Seton-Thompson. Morang.
6. "The Crisis," by W. Churchill. Copp.

CANADIAN SUMMARY.

	Points.
1. "The Eternal City"	53
2. "Right of Way"	31
3. "Kim"	27
4. "The Crisis"	26
5. "Mark Everard"	20
6. "The Man from Glengarry"	20

ENGLAND.

1. "Kim," by R. Kipling. Macmillan, 6s.
2. "The Eternal City," by H. Caine. Heinemann, 6s.
3. "The Benefactress." Macmillan, 6s.
4. "Right of Way," by G. Parker. Heinemann, 6s.
5. "New Canterbury Tales," by Hewlett. Constable, 6s.
6. "The Purple Cloud," by Shiel. Chatto, 6s.

UNITED STATES.

1. "Right of Way," by G. Parker. Harper, $1.50.
2. "The Crisis," by W. Churchill. Macmillan, $1.50.
3. "The Eternal City," by H. Caine. Appleton, $1.50.
4. "Dri and I," by I. Bacheller. Lothrop, $1.50.
5. "Kim," by R. Kipling. Dubleday, Page Co., $1.50.
6. "Lazarre," by Catherwood. Bowen-Merrill Co., $1 50.

PARIS STATIONERY TRADE.

SAYS the Paris correspondent of The London Stationery Trades Journal: Every year there is a fair on the boulevards, extending over the last week of the Old Year and the first week of the New Year, and each time this annual fair came round, I have had the melancholy duty of stating that I had travelled from the Madeleine to the Bastille, and found no new thing under the Wintry sun. Two thirds of the stalls were devoted to the sale of mechanical toys, and these clockwork toys never changed. They had driven away the hundred-and-one little industries which used to make the fair entertaining, and almost instructive, and the consequence was that the public no longer cared to stroll along the boulevards and make purchases, and the stall keepers did so little business, that there was every probability that the fair would soon cease to exist.

But help has come from a very unexpected quarter. The prefect of police had noticed the evil, and had devised a remedy for it. Parisians are not easily surprised, but they were rather astonished, a few days ago, on reading a large poster issued by the prefect of police, announcing that a show of models and designs for new toys would be opened towards the end of the present month. All designs sent in are to be original, and the prices are to vary from a half penny to half a crown. Money prizes and medals will be given to the most original toys. The prizes are to be awarded by a jury, but the prefect of police has wisely decided to keep the names of the jurymen dark until the last moment, to prevent them from being pested by inventors, or "got at" in any way. The competition seems to be an excellent idea, and has met with the approval of press and public. There are 260 entries already, and will probably be fully 300 before the list closes. The exhibition will be open to the public for a week or so towards the end of the present month, and in my next letter I hope to be able to give an account of the novelties shown. No doubt, a good deal of ingenuity will be displayed, for, it must be remembered, that the inventor of the toy that gains the first prize will win a good deal more than the gold medal and the few francs which the prefect of police offers, but a month or so later, will reap a golden harvest, which, at a very moderate estimate, may be reckoned at a couple of thousand pounds, and may very likely be considerably more.

As the post office is the stationer's best friend, two or three stories which are going the round of the press just now will not be out of place. One of them is a good example of that "red-tapeism" which is so prevalent in every Government office in France. In England, the post office is brought so much in contact with the public that red tape has been virtually knocked out of it, but the French post office is not a whit behind the other branches of the public service in displaying the beauties of "Ad-mi-ni stra-tion"—as the French wits call it which the following example will show. Business communications addressed to a Minister or important official, do not require to be stamped. It chanced, a few days ago, someone had occasion to write to M. Millerand—who, as Minister of Commerce is also head of the Post Office—and, being unaware of the regulation, or forgetting it, put a three-halfpenny stamp on the letter. But the letter weighed more than half-an-ounce, and the postman who had to deliver it, promptly marked it "Insufficiently stamped," and demanded threepence of the concierge at the Ministry of Commerce. The official naturally replied that the demand was absurd, and refused to take the letter, whereupon it was returned to the sender, who not only had to pay 1½d., but had the additional mortification of having his petition, or whatever it was, returned unopened, whereas if he had not put on any stamp at all the letter would have been delivered.

The programmes used by the Duke and Duchess of York at the State concert in Massey Hall, Toronto, were preserved by their Highnesses, not as souvenirs, but as remarkable works of art. They were printed on rich white satin, blue lettering, with a monogram "G.M." at the top. The covers, which were of padded white satin, were edged with gold cord, while the Royal arms were lithographed in many handsome colors on the front and St. George and the Dragon on the back. The programmes were the work of The Copp, Clark Co., who are entitled to much praise.

Books and Periodicals.

The Copp, Clark Co.'s List.

SEVERAL new books of The Copp, Clark Co. have appeared since our last, and an examination of them reveals the fact that they are particularly strong and particularly well suited to the taste of Canadian readers. For example, the new book by Marion Crawford, namely, "Marietta: A Maid of Venice," turns out to be of his very best, written in the choicest vain and picturing the conditions of craftmanship in Venice centuries ago. The author has studied his subject deeply, his insight is perfect and his descriptions of the high position occupied by skilled labor then are most interesting.

In "The Young Barbarians" we do not hesitate to say that Ian Maclaren has put as good work as he did in that famous book, "Auld Lang Syne." His boy characters at the school in Muirtown are as delightful as any of his Drumtochty celebrities. The schoolmaster who goes by the name of Bulldog is equally fine, and the humor throughout is really delightful.

Everywhere high praise has greeted "The Ruling Passion," by Mr. Van Dyke. Its humor, pathetic, and powerful sketches of Canadian frontier life have seldom been equalled. Certainly the humor is more apparent than in most other books of this class, and for a Christmas volume its superior is not to be found. The same may be said of "Amos Judd," by Mr. Mitchell, editor of New York Life. This handsome little edition of this popular book has been greatly appreciated.

It happens also that several others of this firm's new books are admirably suited to the holiday season. For example, "The Benfactress," by the famous author of "Elizabeth and Her German Garden," has been praised by critics everywhere for its keen humor, and its very life-like descriptions of German life and character. It is a book for both women and men, and a very clever piece of work it is.

"The Cavalier," which has been selling well for some time, is a most lively novel of the Southern Rebellion, and to those who are fond of rapid and exciting incident, and who do not mind a flavor of the Southern side in that war, will like Mr. Cable's last book.

"The Road to Frontenac" is no ordinary tale of the early wars and Indian struggles in Canada. It is a bold and original picture of the Indian tribes, their cruelties, their customs, and their alliances with the English and French. Several of the scenes in the book impressively describe the Indian warriors in council deciding peace or war. The fact that the hero and the heroine are running the greatest risks all the time makes the story very exciting.

Two other novels in the "best 11" of the Copp, Clark Co.'s are Mr. Hewlett's "New Canterbury Tales," which for style and literary finish are much above the quality of the average book to-day, and lastly "God Wills It." The latter is a very powerful Christian romance of crusading times, and will possess a great attraction for those who like a story of the early religious movements, combined with rougher romance.

A new holiday book for boys has just appeared from the pen of a Canadian who uses Canadian frontier life as his material. The title is "Jack Ralston," a tale of life in the far North East of Canada, and the author is Hampden Burnham, M.A., a member of a well-known Peterboro' family, who some years ago wrote a book entitled "Canadians in the Imperial Service." Mr. Burnham's new departure shows that he possesses a gift for books of adventure, and the present tale, which is laid in Ungava, along the Eastern shore of Hudson Bay, is full of incident and interest.

Extract from a letter written by Principal Grant, of Queen's College, Kingston, to Mr. Gilbert Parker, author of "The Right of Way."

"I have finished 'The Right of Way,' and am not only delighted but surprised at the immense advance upon any of your



"'HOW MAY I LIFT EYES TO YOU WHEN I BELONG TO THE CAUSE OF CHRIST?'"
Illustration From "God Wills It," by William Stearns Davis (Copp, Clark Co.).

RETURNED
DEC 12 1901



Gilbert Parker, Author of "The Right of Way," Published by The Copp, Clark Co.

RETURNED
DEC 12 1901

other works that I have read***Those that displayed marked ability were after all only brief stories. Many a man can write those who is not fitted for a great work of constructive imagination such as you have given us in 'The Right of Way'***Your picture of a French-Canadian backwoods village gives a profound and delicate insight into the facts of French-Canadian life that it would be well for our statesmen to understand."

Wm. Briggs' New List.

Mary E. Wilkins' new story, "The Portion of Labor," gives her reputation as a writer a distinct uplift. Indeed, it places her in the front rank of living writers of English fiction. In Ellen Brewster, Miss Wilkins has portrayed a character worthy almost of the genius of George Eliot.

A work of distinct value is that entitled "The Early Trading Companies of New France," by H. P. Biggar, B.A., B.Litt. (Oxon.), Mackenzie Fellow in Political Science in the University of Toronto. It was originally prepared as a thesis for the degree won from Oxford University by the author. Explorations into the early history of our country are deserving of every encouragement. We hope Mr. Biggar will continue his researches.

Quite as remarkable as the growth in the trade and the discovery and development of her resources of wealth in minerals and timber and arable soil, has been the development of Canada's resources in literary potentialities. The Canadian of a score of years ago would have smiled a smile "child-like and bland," but all incredulous, had he been told that in 20 years a Canadian novelist would have arisen of whose book a first edition of 60,000 copies at $1.50 in the United States and of 10,000 copies at $1.25 in Canada would be issued. But this is the case with regard to Ralph Connor's "The Man from Glengarry." The success of the book was immediate. Within 10 days 8,000 copies of the Canadian edition were sold, and a second edition of 5,000 copies being hurried through the press. A third edition of the same number will follow immediately, and, in all probability, by Christmas fully 20,000 copies will have been sold.

A presentation edition in half-calf binding, gilt top, of Charles Mair's poems is being made ready for the holiday trade. It will be a handsome volume, and should find general favor this Christmas.

A volume of poems that doubtless will make many friends is the collection entitled "Canadian Crystals," from the pen of Rev. Thos. Watson, of Colborne. It will



Illustration From "The Crisis," the Greatest Selling Book of the Year
Toronto, Copp, Clark Co.

RETURNED
DEC 12 1901

To Canadian Booksellers.

Before making up your final orders for English publishers, be sure to secure S. W. PARTRIDGE & CO'S catalogues and lists of new books for the coming season. S. W. PARTRIDGE & CO. can offer specially low rates for really high-class productions.

For Artistic Bindings, Charming Designs, Exquisite Pictures, you can get no better books than PARTRIDGE'S.

S. W. PARTRIDGE & CO.,

8 and 9 PATERNOSTER ROW - LONDON, ENG.

GOD WILLS IT. | **GOD WILLS IT.**

A Tale of the First Crusade.

Author: William Stearns Davis.

A remarkably interesting book.
Beautifully bound and illustrated.

Cloth only - - - $1.25.

The Coþþ, Clark Co.

Limited

Publishers, Toronto.

READY DEC. 10, 1901.

Where the Sugar Maple Grows

Idylls of a Canadian Village.

By Adeline M. Teskey. Illustrated by J. S. Gordon.
Cloth, 12mo; Gilt Top; Price, $1.25.

Miss Teskey has produced in these idylls of a Canadian village something unique in the way of character studies, equal in all respects to the quaint types of "Beside the Bonnie Briar Bush."

A Daughter of New France

By Mary Catherine Crowley.

Cloth, 12mo; Illustrated; Gilt Top; Price, $1.50.

THE MUSSON BOOK CO., Limited
TORONTO.

READY IN JANUARY.

War of 1812

By MAJOR JOHN RICHARDSON, K.S.F.

A New Limited Edition, edited by A. C. CASSELMAN.

THE FEATURES OF THIS EDITION ARE:

Original Portraits; New Views; New Maps; Plans of **Battles** and **Forts; Explanatory** and **Biographical Notes; Fac-Simile Letter** of the **Author,** written in 1813, describing the **Battle** of the **River Raisin.**

Life of the **Author** with **Portrait** and **Bibliography** of his works.

Printed from New Long Primer Type, on Antique Laid Paper. Demy 8vo, wide margins, uncut edges.

$3.00 In Cloth, $3.00

Write for circular and terms to the trade.

Historical Publishing Co.
TORONTO.

be ready about December 18, and will sell in paper at 50c., and in cloth at 75c.

A volume that has received considerable attention from the critics is "Wayfarings," a book of poems by Professor G. Herbert Clarke, of Mercer University, Macon, Ga. Mr. Clarke is a Canadian who for some years was on the staff of The Baptist Union, Chicago, and this year occupied the position of professor of English language and literature in Mercer University. The New York Outlook remarks that "Mr. Clarke has a fine metrical sense and a facile pen." The Buffalo Express says: "Mr. Clarke is more than a maker of verse; he has in him the spirit of poetry. He has thought for himself on life and duty; he is master of a forceful and expressive style."

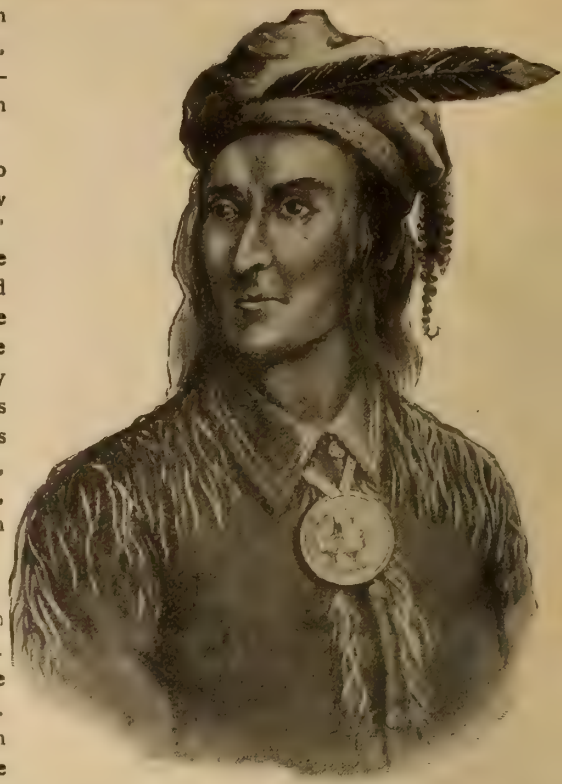
"Better Lives for Common People" is a new volume in the Books on the Better Life series, by Rev. John Maclean, Ph.D. It is a practical, helpful work on Christian life, after the style of the F. B. Meyer and and the Andrew Murray books. The first volume in the series, "The Making of a Christian," has run into a second edition.

Marshall Saunders will lose nothing, but materially gain, in reputation by his latest story, "Tilda Jane," the Canadian edition of which has just appeared. It is a piquant, clever and wholesome story of child life—and it is in writing for and about the children that Miss Saunders is at her best.

A book that the trade should show to those seeking gift-books for boys is Barlow Cumberland's "History of the Union Jack." Not only is it an interesting work in the reading, but its many colored plates and numerous illustrations and its attractive binding make it a book that the average boy will be proud to possess. An equally attractive book for girls is Mrs. Sheard's "Trevelyan's Little Daughter." Our girls all should enjoy the acquaintance of Daisy, Maida, and little Groyneth, and of Raphael, the Italian organ-grinder's boy, about whom the romance of the story turns.

The "Treasury of Canadian Verse" continues a popular gift-book. A second edition for Canada has been demanded this Autumn. Last Christmas this book—particularly the half-calf binding—was one of the favorites.

A strikingly handsome cover has been designed for "Patriotic Song," showing the emblems of the various parts of the British Empire represented in the anthology. The collection of patriotic poems is a most interesting one, and should stir the British spirit everywhere. A half calf edition will be ready for Christmas.



Tecumseh, From Charles Mair's Poems.



Specimen Illustration From "The Voyage of Ithobal."

Mr. Bernard McEvoy has prepared for the press a volume giving the impressions of his recent four months' trip to the Pacific Coast. This book is founded on a series of descriptive articles contributed to The Toronto Mail and Empire and the British press. The author, who is well known in Canada as a newspaperman, has successfully avoided what may be called the "guide-book style," and has furnished a series of impressionistic and breezy sketches of things and people in the West, such as will be read with interest even by those who are familiar with the localities and conditions described. There is a freshness and light humor in all Mr. McEvoy writes that compel attention, while, in the present instance, he combines instruction and amusement in a useful degree. His book is worthy of notice as a laudable attempt to familiarize the public with the western half of the great Dominion, and also as a step in the direction of that union of feeling that can only grow from the mutual acquaintance with each other of our entire population.

The Annuals.

The publishers of those standard works, The Boys' Own Annual and The Girls' Own Annual, have found it necessary to put forth the most strenuous efforts to

supply the demand for these books. The trade have appreciated the fact that these books will be sold at one price only this year, and, as they practically sell on sight, the dealers are anxious to have them in stock. Warwick Bros. & Rutter, the Canadian publishers of the annuals, advise us that another edition will be out of the binders' hands to-day, and those of the trade who have not been able to get their orders filled earlier can still procure a supply in ample time for the holiday season.

A New Canadian Book.

The Musson Book Co. have had the good fortune to get out in time for the Christmas trade one of the most charming and clever books which a Canadian pen has ever produced. This is strong praise. But the book really deserves it.

"Where the Sugar Maple Grows" is the appropriate title, and Miss Adeline M. Teskey, a talented lady, formerly on the staff of Alma College, is the writer. It has never been doubted that the types of character in an Ontario village are as original and suggestive to the literary artist as those which inspired Mrs. Gaskill's "Crawford," and provided Ian Maclaren with his wonderful Drumtochty sketches. What was needed was the writer. Miss Teskey has stepped into the breach, and she uses her knowledge of village life to good effect, neglecting neither the homely nor the dramatic features. The book is altogether wholesome, bright, and enjoyable. It can hardly fail to make its mark, especially in Ontario, where the "local color" in each sketch is so apparent. The illustrations are by J. S. Gordon, of Hamilton, and the designs by W. A. Bartle. The initial letters, headpieces and tailpieces are all appropriate. It is a handsome volume at $1.25.

G. N. Morang & Co.'s List.

THERE are some excellent holiday numbers in the list of George N. Morang & Co., including both new books and new editions. Their three famous novels by Kipling, Hope and Caine continue to be the best-selling books of the day. But they have other items in fiction that well deserve attention. For instance, "A Modern Antæus," by the author of "An Englishwoman's Love Letters. This work is pronounced by George Murray, F.R.S.C., to be a far abler piece of work than its predecessor, and he says that when the writer's name is revealed we will be found "to have entertained a literary angel unawares." The tale is a modern adaptation of the old legend of Antæus, whose strength was invincible until he was removed from earth, and who was at last

Telegrams and Cables, "LONGING, LONDON."

LONG'S COLONIAL LIBRARY OF COPYRIGHT BOOKS.

For Circulation Only in the British Colonies and in India.

*** The Books in Mr. Long's Colonial Library have been selected with great care. They are printed in the best style, on superior paper, and are handsomely and uniformly bound in Art Green Cloth with special design, price **3s. 6d.**, or in Art Green, strong paste-down Paper Covers, also with special design, price **2s. 6d.** Crown 8vo. The Library is one of the most popular on the market.

A SELECTION — FICTION.

From the Land of the Wombat. By William Sylvester Walker ("Coo-ee"). Profusely illustrated.
The Craze of Christina. By Mrs. Lovett Cameron.
In the Dark. By Esme Stuart.
The Crime in the Wood. By T. W. Speight.
Trewinnot of Guy's. By Mrs. Coulson Kernahan.
When the Mopoke Calls. By William Sylvester Walker ("Coo-ee"). Profusely illustrated.
Paths of the Dead. By Hume Nisbet.
A Passing Fancy. By Mrs. Lovett Cameron.
The Bread of Tears. By G. B. Burgin.
An African Treasure. By J. Maclaren Cobban.
Kinsah: A Story of Harem Life. By May Crommelin. Frontispiece.
The Progress of Pauline Kessler. By Frederic Carrel.
The Harvesters. By J. S. Fletcher.
The Experiment of Dr. Nevill. By Emeric Hulme-Beaman.
Logan's Loyalty. By Sarah Tytler.
Native Born. By William S. Walker ("Coo-ee").
Ada Vernham, Actress. By Richard Marsh. Frontispiece.
The Shadow of Allah. By Morley Roberts.
The Avenging of Ruthanna. By Mrs. Coulson Kernahan.
The Bishop's Secret. By Fergus Hume.
Juggling Fortune. By T. W. Speight.
The Crimson Cryptogram. By Fergus Hume.
The Realization of Justus Moran. By Frederic Carrel.
The Way Out. By G. B. Burgin.
I'd Crowns Resign. By J. Maclaren Cobban.
Men of Marlowe's. By Mrs. Henry Dudeney.
Yolande the Parisienne. By Lucas Cleeve.
The Strength of Straw. By Esme Stuart.
The Ivory Bride. By Thomas Pinkerton.
The Luck of a Lowland Laddie. By May Crommelin.
A Traitor in London. By Fergus Hume.
Jean Keir of Craigneil. By Sarah Tytler.
Friendship and Folly. By Marie Louise Pool.
Straight Shoes. By G. G. Chatterson.
Paul Le Maistre. By Frederic Carrel.
Once Too Often. By Florence Warden.
The Royal Sisters. By Frank Mathew.
The Golden Wang-Ho. By Fergus Hume.
Virgin Gold. By William S. Walker ("Coo-ee"). Profusely illustrated.
Nobler Than Revenge. By Esme Stuart.
The Three Days' Terror. By J. S. Fletcher.
Plato's Handmaiden. By Lucas Cleeve.
Anna Lombard. By Victoria Cross.
Bitter Fruit. By Mrs. Lovett Cameron.
A Women-Derelict. By May Crommelin.
Women Must Weep. By Sarah Tytler.
Mrs. Musgrave and Her Husband. By Richard Marsh.
A Son of Mammon. By G. B. Burgin.
No Vindication. By Mrs. Coulson Kernahan.
The Mission of Margaret. By Adeline Sergeant.
The Master SINNER. By a Well-Known Author.
(This book is having an enormous sale in England.)

FORTHCOMING VOLUMES (SEPT., DEC., 1901).

The Curse of Eden. By the Author of "The Master Sinner."
The Real Christian. By Lucas Cleeve.
An Ill Wind. By Mrs. Lovett Cameron.
The Lovely Mrs. Pemberton. By Florence Warden.
The Golden Spur. By J. S. Fletcher.
The Diva. By Annie Thomas (Mrs. Pender Cudlip).
A Daughter of England. By May Crommelin.
Houses of Ignorance. By Frederic Carrel.
A Social Pretender. By Winifred Graham.
The Lords of Life. By Bessie Dill.
In the Blood. By William Sylvester Walker ("Coo ee"). Illustrated.
The Green Turbans. By J. Maclaren Cobban.
The Mission of Margaret By Adeline Sergeant.
A Man of Iron. By J. Morgan-De-Groot.
Blue Bonnets Up. By Thomas Pinkerton.
Papa, Limited By W. Carter Platts. 40 Illustrations by the Author.

"The Best Sixpenny Novels on the Market."—Vide Press.

LONG'S NEW SIXPENNY LIBRARY OF COPYRIGHT NOVELS.

Father Anthony. By Robert Buchanan.
Curios: Some Strange Adventures of Two Bachelors. By Richard Marsh.
The Wooing of Monica. By Mrs. L. T. Meade.
A Difficult Matter. By Mrs. Lovett Cameron.
The Eye of Istar. By William Le Queux.
The Mystery of Dudley Horne. By Florence Warden.
The Bishop's Secret. By Fergus Hume.
The Craze of Christina. By Mrs. Lovett Cameron.
The Bohemian Girls. By Florence Warden.
The Veiled Man. By William Le Queux
The Crimson Cryptogram. By Fergus Hume.
A Passing Fancy. By Mrs. Lovett Cameron.
Kitty's Engagement. By Florence Warden.
Our Widow. By Florence Warden.

*** **The size of these Volumes is Medium 8vo, 8¾ in. by 5¾ in. They are set in a new, clear type, double columns, and are printed on good English made paper. Each Volume is attractively bound in a striking picture cover drawn by a leading artist.**

☞ **Other Novels by the most popular Authors of the day will be added to the series in due course.**

GENERAL LITERATURE.

Social Life in the British Army. By A British Officer. With Sixteen Full-page Illustrations on Art Paper, by R. Caton Woodville. Third Edition.
Australia at the Front. A Colonial View of the Boer War. By Frank Wilkinson (Special Correspondent Sydney Daily Telegraph). With Map and Twenty Illustrations on Art Paper by Norman H. Hardy, from Sketches on the Spot and Photos by the Author.

☞ **Liberal Terms Offered to the Trade.**

London; JOHN LONG, Publisher, 6 Chandos Street, Strand,
And all Colonial Booksellers.

conquered by Hercules by being lifted up in the air. The tale is pronounced to be of literally absorbing interest, and so fascinating as never to be forgotten. The edition is in cloth only, gold letter design, and featherweight paper.

Among Mr. Morang's new novels are "The Alien," by Miss Montresor, and "An Idol of Bronze," by Mrs. Heaven. The latter story we have read with great interest. It is a tale of modern Mexico, and is told with great skill. The authoress is evidently at home in Mexico, and she describes the effect of modern ideas upon an independent girl of the upper class who is engaged to marry a wealthy neighbor, but who falls in love with a son of the people. The ending is tragic, but intensely dramatic. The book is printed in large type, with cloth binding and a handsome cover design in gold and colors.

"The Quiberon Touch" is an historical romance of the time "when 'The Great Lord Hawke' was King of the Sea." To Canadians this book should be of particular interest. The scene is for much of the story laid in Quebec. Wolfe is a prominent character in it with many other historical persons well known to all Canadians, and the capture of Quebec is told in the most graphic manner. A fine half-tone engraving forms the frontispiece of the book and the cover is designed in white, blue and black.

Another taking Christmas volume is the new edition of "Bob, Son of Battle," with illustrations specially made for this edition.



"IFTIKHAR TOOK FROM THE SEAT A LITTLE LUTE, TOUCHED THE STRINGS, AND SANG"

No more popular work of the kind about dogs and their masters has ever been written. There is a constant and a very large sale this season for the Ernest Seton-Thompson books. These include "Wild Animals I Have Known," "Lives of the Hunted" and "The Wild Animal Play." All are called for, and show not the least sign of failing in popularity. The two first are handsome $2 books. In fact, the editions, one may say, are sumptuous.

It is also well to mention for holiday purposes the magnificent work in two volumes, boxed, at $6, "The Life and Letters of Sir John Millais," with 319 illustrations and photogravures. This work has both the personal interest of a biography and a view of British art during this talented man's life.

A pretty little volume of sketches has been issued by Professor McMechan, of Dalhousie College, Halifax, who has a very poetic and cultivated style. As a gift book it is dainty and appropriate.

Mr. Morang has also issued in handsomely decorated volumes, with two-color printing, four famous classics. These are Hawthorne's "Scarlet Letter," Defoe's "Robinson Crusoe," Sterne's "Sentimental Journey" and "Tom Brown's School Days." These are sold in cloth at $1.50.

The 1902 calendar of the Toronto Art League is quite up to the level of previous efforts by this league, and this handsome calendar at 35c. is as striking a piece of Canadian work as anything that appears in the shops this season.

CHRISTMAS MAGAZINES.

THE Christmas number of The Ladies' Magazine, Toronto, the magazine that really does "grow better every month," is a handsome and interesting number. The cover, designed in red and white, is, perhaps, the most beautiful they have yet used, which is saying a lot. The stories of this issue include: "The Finger of Fate," by M. MacLean Helliwell; "The Engagement is Announced," "Not Alone by Appearances," and others highly entertaining, and "Christmassy." Among the Christmas articles are "As it was When I Was a Girl," told by a grandmother: "The Social Side of Christmas," by Katharine Leslie; "Gift-making and Gift-taking," by the Editor. The illustrations in this number are many and striking.

The Christmas number of The Royal has its usual series of beautiful pictures of well-known players to start off with. The first story is an uncommonly interesting one, called "The Kaiser Incognito." Other fiction includes "The Elderbury Diamonds," "The Presence of a Traitor," "No. 367," etc. "Robinson Crusoe's Island" is a clever article, illustrated with photographs of the places in it made famous by that book. "Skippers of the Sky," relates the adventures of various balloonists, the dangers of this method of travelling, etc. Others deserving of mention are "A Man of Many Poses," "The Cossack Derby," "The Godsons of the King," "Possible Impossibilities."

RETURNED DEC. 13 1901

Musical Instruments

STRINGS and FURNISHINGS.

You can procure everything known to music from us.

Every Bookseller and Stationer should have a copy of our **GENERAL TRADE CATALOGUE,** a regular encyclopædia to the music trade.

Are you acquainted with our big String offer? Write to-day for full particulars; also secure our Trade Catalogue.

THE R. S. WILLIAMS & SON COMPANY, Limited
145 Yonge Street, TORONTO, CANADA.



We are the oldest Manufacturers of:: **STYLO. AND FOUNTAIN PENS** **in Great Britain.**

Have been over 20 years in the line and should know something about it.
We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house.
To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms.
If our patterns are not right for your market, we will make up any style or size to suit requirements.
The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, **LONDON, E.C., ENG.**

NEW TIMELY PUBLICATIONS.

AN edition of Tolstoi's most famous novel, "Anna Karenina," has recently been published in three volumes by Thomas G. Crowell & Co., New York, which is by far at once the handsomest and most popular edition we have seen for this market.

It is translated from the Russian by Nathan Hoskell Doyle, and this English version is most accurate and complete, going back to the original Russian for its authority.

An increasing demand for this novel, which is considered the most representative work of the "greatest living novelist," has brought out this edition, and that it will be highly appreciated goes without saying.

Perhaps in this, more than in any other book by this author, a true and vivid picture of life in Russia can be found, and as one of the characters is said to partake largely of Tolstoi's own nature, a glimpse of himself is afforded which is not the least interesting feature of the book. The vividness with which the different characters are portrayed is remarkable. "This is not lifelike," says W. D. Howells, in speaking of the book, "but it is life."

The edition is bound in cloth, with gilt cover design and top. Each volume contains over 300 pages, printed in large, clear type, on good, heavy paper. The frontispiece to each is a very artistic photogravure, printed by hand on special paper, the plate being a reproduction of an original drawing by E. Boyd Smith. The price is $3.00.

The Oxford edition of Chaucer "The Complete Works of Geoffrey Chaucer"—has been issued. By the use of India paper the publishers are able to employ a fair-sized type and still get all the great poet's writings in one volume of 732 pages. There is also a glossarial index of 150 pages. The editor is Prof. Skeat, the most noted early English scholar of the day. The edition, therefore, is a perfect boon to college professors and students, to school pupils and all literary men. The bookseller will do well to bring it to the notice of these. (Oxford Press, 9s. 6d.)

Messrs. Oliphant, Anderson & Ferrier, Edinburgh, have just published the fifth series of "Bible Characters," by Alexander White, D.D. The other four have become deservedly popular and well warrant the publishers in continuing the series. The fifth series takes up the characters from Stephen to Timothy, and each is dealt with in the author's well-known, interesting and instructive style. A feature of the present series is the thorough manner in which the character of Paul is presented. Sixteen chapters are devoted to his life, commencing with "Paul, the Student," and ending with "Paul, the Aged." He is looked at from every point of view, as a pastor, a preacher, a controversialist, a man of prayer, a believing man, etc., and each chapter shows him in a new light and brings out qualities that could only be discovered by the careful study and great Biblical knowledge of the author. The published price is 3s. 6d.

A good story for boys is "Rescued by a Prince," by Clement Eldridge (Captain Nautilus). It is a story of the sea, of the kind that every boy loves, for there are pirates, mutineers, cannibals, sea fights and land fights, typhoons, wrecks, men-of-war, and every other character or incident that is expected in such a book, not forgetting the proverbial "Tom Bowline," with his charming yarns. The Saafield Publishing Co., Akron, Ohio, are the publishers, and the price, retail, is $1. Another book of theirs is "Winged Arrow's Medicine, or The Massacre at Fort Phil. Kearney," by Harry Castleman. This is another boy's story, and deals with the wars with the Indians in the Western States. There are four spirited illustrations. The cover designs of both these books are in colors, and the print is large and clear. The price is $1, retail.

A book that every business man will find very handy is "The Concise Ready Reckoner and Interest Tables," compiled

and arranged by Arnold W. Thomas, and published by The Copp, Clark Co., Limited. It contains tables showing the value of any number of articles from 1 to 600, at any price from ½c. to $10; tables of weights and measures, and tables for converting sterling money into dollars and cents, and vice versa. There is also a list of foreign coins with their value in our own money. Interest tables at 6 and 7 per cent. conclude the book, which has 173 reading pages.

The latest addition to the "What is Worth While" series of books, published by Thomas G. Crowell & Co., New York, is entitled "How? When? Where?" by J. R. Miller, D.D. How to begin a Christian life, when to begin it, and where to begin it are the questions the book undertakes to answer. And with his usual directness, earnestness and practicality, Dr. Miller answers them in three chapters under the headings "How to Begin," "Where to Begin," and "When to Begin." Price 35 cents. "Quiet Hints to Growing Preachers in My Study," is a book by Charles E. Jefferson, D.D., Pastor of the Broadway Tabernacle Church, New York. It is intended especially for the clergy, and many helpful hints will be found in it, not only for the young minister just starting on his life's work, but for the older man as well. It is not a book, however, that appeals only to the clergy. The laity, although it is not addressed directly to them, will find many things of value in it, and are likely to be lead to endeavor to bring about closer and more satisfactory relations between their pastor and his flock. The book is handsomely bound and printed. Price $1. Another book of Dr. Jefferson's is a collection of his best sermons, under the title of "Doctrine and Deed." There are 17 of them in all, and they are far in advance of the ordinary sermon, both in thought and manner of presentation. The author is a practical man, as can be seen throughout the book. A few of the chapter heads are "The Actual and the Ideal," "The Impossible Commandant," "The Sinfulness of Worry," "Christianity and Wealth," "Christianity and War." Bound in cloth, gilt top, large, clear print on good paper. Price $1.50.

The "Flowers From Persian Poets," edited by Nathan Haskell Dole and Belle M. Walker, just published by Thomas Y. Crowell & Co., New York, is a remarkable work, remarkable as much for its contents as for its tasty and novel get-up in cover and press work. It is one of the most suitable gift books that has come to our table. Here, we have, Persian poems which tell of heroes long dead, of princesses who have ceased to charm, and of kingdoms, even, which live only in forgotten history. But the poems themselves have all the vitality and enduring interest with which they were imbued centuries ago. The field of Persian literature is vast and ripened for the critical harvest. Enough material is offered in the present two-volume edition for a comprehensive glance at its chief literary products. Selections are given from the seven principal poets of Persia, and prefixed by short biographical notes which serve to locate each writer. The English text has been chosen from the most approved translations. The handsome volumes are illustrated with specimens of Persian writing and photogravures of Persian scenery. Each page is bordered in colored ink. Per set, $4; half calf, per set, $7.50.

Notes of Canadian Trade

THE stock of Albert Beauchamp, stationer, etc., Ottawa, was damaged by smoke and water; insured.

A. E. Clarke, fancy goods dealer, St. John, N.B., has been burned out.

Butler & Co., stationers, etc., Oshawa, Ont., have assigned to Wm. Dickie.

George Will, bookseller and stationer, Prince Albert, N.W.T., has sold out to G. W. Baker.

The business of W. M. Murch, stationer and baker, St. Thomas, Ont., is advertised for sale.

The Scantlebury Wall Paper Co., Limited, Winnipeg, Man., have assigned to The Winnipeg General Trusts Co.

Patillo's book store was opened on November 7, in Sydney, C.B. A large stock of stationery and fancy goods are also carried.

On Saturday, November 30, Mr. Ernest J. Hathaway, of Warwick Bros. & Rutter, was married to Miss Maud Snarr, in St. Stephen's Church, Toronto, Rev. A. J. Broughall performing the ceremony. Mr. Hathaway is a popular member of the staff of Warwick Bros. & Rutter, and the warehouse staff presented him with a handsome bronze clock.

The book and stationery business of M. S. Hall, Fredericton, N.B., has been purchased by his nephew, Charles H. Hall, who has been clerking in the store for over two years. He is a popular and a good business man, and this old-established business will doubtless take on new life. Until further arrangements Mr. M. S. Hall will be associated in the management of the store.

Lea Bros., publishers, of Philadelphia, made application to the Master-in-Chambers, at Toronto, December 5, to be declared preferred creditors for the sum of $525, which is the price of books sold by them to The Publishers' Syndicate. They claim that the sale was made under special agreement and that a lien which they held entitled them to full payment. The Master, however, decided that they should only rank as ordinary creditors.

If there is anyone about to embark in business in Kingston there is a store to be had there now, that for the stationery business, particularly, is very desirable. Apart from the store itself, which is large and well lighted, the location is one of the best in the city. It was established as a stationery and fancy-goods business over 40 years ago, and, needless to say, is a well-known store in the city, which, with its own population and that of the surrounding districts, who must do their buying in Kingston, totals up to nearly 75,000 people. It is a good chance for some enterprising stationer.

The death of Horatio W. Nelson, head of the Toronto branch of the firm of H. A. Nelson & Sons, occurred in that city last month, and it was generally felt that Toronto business circles suffered a great loss. Mr. Nelson was one of the best known men in the city. He came to Toronto from Montreal in 1868, and with his brother, opened a branch of the firm of Nelson, Wood & Co. Mr. Wood, soon retiring, the business was carried on under the name of H. A. Nelson & Sons. Mr. Nelson was an active member of the Board of Trade in Toronto; a life-long Liberal, and a strong supporter of St. James' Square Presbyterian Church. In The National Club he was a well-known figure. As a business man no one could command greater respect or was more thoroughly trusted by all those who knew him.

The manufacturing stationers and publishers of Toronto held a meeting to protest against a proposed increase in freight rates, not only in Central Canada, but to points in the Maritime Provinces where, they claim, the rates are already getting in favor of New-England houses. A conference was held between the freight agents of the railways and Messrs. W. Gage, chairman; J. F. Ellis, R. Brown, George Warwick and E. A. Wills, representing the section of the Board of Trade. After discussing the question the publishers won in their efforts to get the railway companies to restore the commodity rates on certain lines of manufactured stationery, which were cancelled at the close of the recent navigation season.

Handsome premises have been opened on Queen street, Fredericton, by The Walter P. Fenety Co. A handsome floor of birch, beautifully polished, has been laid, and the entire interior is finished in white enamel and gold, with a cornice of harmonizing tints. Along the upper side of the store are arranged cases of modern design, with counter-weighted glass doors, these cases being intended for the display of fancy goods of which the firm will make an elaborate showing. Beneath these cases are drawers and cabinets, while shelving of the latest pattern runs the whole length of the opposite side of the store. There will be no counters, but tables with beautifully polished whitewood tops and carved legs are conveniently arranged. At night the store is brilliantly illuminated by incandescent electric lights and Auer lights, the chandeliers being of a particularly pretty design. The business will be conducted upon the strictly cash one-price system. It is the intention to considerably enlarge the premises after the rush of Christmas business is over. The main store will be extended back several feet and the firm intend to acquire the upper floor and fit it up for a piano and organ wareroom, of which they have the agencies for several of the best Canadian and American makes, and also for displaying their large stock of wall papers of which line they intend to make a specialty.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of November, 1901.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12566. Banks and Banking. The Bank Act, Canada, and Amending Acts. Second Edition. By J. J. Maclaren, K.C., D.C. L., LL.D. Carswell Co., Toronto.

12567. Mark Everard. A Romance. By Knox Magee. McLeod & Allen, Toronto.

12568. Si tu le Veux. (It Lies in Thee.) Romance. Paroles de Goethe. Musique de A. J. H. St. Denis. Andre Julien Hermidas St. Denis, Montreal.

12569. Good-Bye, Miss Sadie Green. Song. Words and music by Neil O'Brien. Whaley, Royce & Co., Toronto.

12570. Sandie Campbell. (Humorous Scotch Song.) Words and music by J. Gordon Sheriff, Embro, Ont.

12571. Marietta. A Maid of Venice. By F. Marion Crawford. Copp, Clark Co., Toronto.

12572. Moral Drill Manual. By J. M. Harper, M.A., Ph.D. John M. Harper, Quebec.

12573. Outline Maps: Dominion of Canada. Book. Susan B. Ganong, St. Stephen, N.B.

12576. When I Gaze Into Your Eyes. Ballad. Words and music by Thomas H. Chilvers. Whaley, Royce & Co., Toronto.

12577. Sermon of Dr. Talmage: How He May be Free. Dated November 10, 1901. William Baily, Toronto.

12578. The Nineteenth Century Series: The Progress of New Zealand in the Century. By R. F. Irvine, M.A., and O. T. J. Alpers, M.A. Bradley-Garretson Co., Toronto.

12579. Le Mariage Clandestin des Catholiques devant la Loi du Pays. Par M. l'Abbe Elie J. Auclair, S.T.D. et J.C. D., Sherbrooke, Que.

12580. In the House of Too Much Trouble. Song. By J. Bigelow Paine. Harry H. Sparks, Toronto.

12582. Come Kiss Yo' Mammy Good Night. Darky song. Words and music by Albert W. Noll. Canadian American Music Co., Toronto.

12583. A Primer of Political Economy. By S. T. Wood. Copp, Clark Co., Toronto.

12584. Wallace and Canada. Poem and Photo. John W. Campbell, Toronto.

12585. The First Ride. Picture. Globe Printing Co., Toronto.

12586. Choristers. Picture. Globe Printing Co., Toronto.

12587. Golf. Picture. Globe Printing Co., Toronto.

12588. The Bugler. Picture. Globe Printing Co., Toronto.

12589. Floradora. Lancers. On Melodies by Leslie Stuart. Arranged by Max Dreyfus. Anglo-Canadian Music Publishers' Association, London, Eng.

12590. Power of One Word. Sermon of Dr. Talmage, dated November 17, 1901. William Baily, Toronto.

12591. Better Lives for Common People. By John Maclean, Ph.D. William Briggs, Toronto.

12592. The Principles of the Law of Costs. By J. A. C. Cameron, B.A., LL. B. James A. C. Cameron, Cornwall, Ont.

12593 and 12594. Flag and Flag Staff on Mount Roberts, British Columbia. Photos marked A and B. Walter J. Robinson, Alexander O. R. Brown, Wm. J. Venner, Edward S. H. Winn and Chas. E. Gillan, Rossland, B.C.

12595. Manuel de la Cour des Commissaires de la Province de Quebec. Par Arthur Oliver, C.R. Complete par Charles A. Wilson, LL.B. C. Theoret, Montreal.

12596. Constitution of the Aaron Bryant's Information Agency. Book. Aaron P. Bryant, Magog, Que.

12597. Ode on the Coronation of King Edward VII. By George W. Grote. George Whitefield Grote, Toronto.

12598. The Man from Glengarry. A Tale of the Ottawa. By Ralph Connor. Westminster Co., Toronto.

12599. Thanksgiving Day. Sermon of Dr. Talmage, dated November 24, 1901. William Baily, Toronto.

12600. God Wills It. A Tale of the First Crusade. By William Stearns Davis. Copp, Clark Co., Toronto.

12601. Medecines du District de Montreal. Photo. Lapres & Lavergne, Montreal.

12602. Floradora. Waltz. On Melodies by Leslie Stuart. Arranged by Carl Kiefert. Anglo-Canadian Music Publishers' Association, London, Eng.

12603. The Syllabic System of Shorthand. By Robert Boyd, B.A., Winnipeg.

12605. The Farm Pets. From a Painting by Paul Wickson. Supplement to Weekly Globe and Canadian Farmer, 1902. Picture. Globe Printing Co., Toronto.

12606. Sevilla. Song. Words by Henry Tyrrell. Music by E. M. Grant. Whaley, Royce & Co., Toronto.

12607. Jugendtraum. Mazurka. By Nathanel Spady, Waterloo, Ont.

12608. Port Hope. Historical Sketches. Illustrated. By W. Arnot Craick, Port Hope, Ont.

12609. Regimental Marches of Famous Scotch Regiments. Compiled and Arranged by John Slatter. Canadian American Music Co., Toronto.

12610. Canada, My Home. By Grant Balfour. Booklet. James Miller Grant, Toronto.

12611. Music Work Book re The Forfar Kindergarten Music System. James Edward Forfar, Toronto.

12612. Ode on the Coronation of King Edward VII. By George W. Grote. George Whitefield Grote, Toronto.

12613. Directions for Preserving Fruit, Vegetables and Liquids with Canadian Fruit Preserver. W. J. Hamilton, Glen Stewart, Ont.

12617. Dreamer of Dreams. Sermon of Dr. Talmage, dated December 1, 1901. William Baily, Toronto.

12618. Widow Callahan's Christmas Dinner. By C. B. Loomis. Published in The Halifax Herald, Halifax, N.S. Temporary Copyright. National Press Agency, London.

12619. Santa Claus and Two Jack Knives. By Mary E. Wilkins. Published in The Halifax Herald, Halifax, N.S. Temporary Copyright. National Press Agency, London.

12620. The Wrecked Hand Car. By C. Y. Warman. Published in The Halifax Herald, Halifax, N.S. Temporary Copyright. National Press Agency, London.

12621. Two Christmas Celebrations. By Edward E. Hale, D.D. Published in The Times, Victoria, B.C. Temporary Copyright. National Press Agency, London.

12624. In the Paths of Peace. By Lily E. F. Barry. With illustrations by A. G. Racey. Lily Emily Frances Barry, Montreal.

12625. The Belle of Coontown. Dance. By A. W. Hughes. W. H. Hodgins, Toronto.

12626. The New Colonial March. By R. B. Hall. Church Co., Cincinnati.

12627. World's Rough Time. Sermon of Dr. Talmage, dated December 8, 1901. William Baily, Toronto.

INTERIM COPYRIGHTS.

720. Color. Book. Sara Eliza Field, Toronto, Ont., November 2, 1901.

722, 723, 724, 725, 726, 727, 728, 729. Charts Nos. 3, 4, 5, 6, 7, 8, 9, 10, re River St. Lawrence, showing Government Improved Waterways in American and Canadian Channels, through the Thousand Islands and Rapids from Lake Ontario to Tidewater, with Corrections from United States and Canadian Government Charts and from personal observations. By T. J. Craig. Thomas John Craig, Toronto.

730. The Montreal Financial Calendar and Daily Memorandum. National Trust Co., Limited, Montreal.

WESTERN Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - $2,000,000.00
Assets, over - - 2,900,000.00
Annual Income - 3,000,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
C. C. Foster, Secretary.

'GRAND PRIX," PARIS, 1900. The highest possible Award.

JOSEPH GILLOTT'S

Of Highest Quality, and Having Greatest Durability are Therefore CHEAPEST.

PENS

Notes for the Stationer

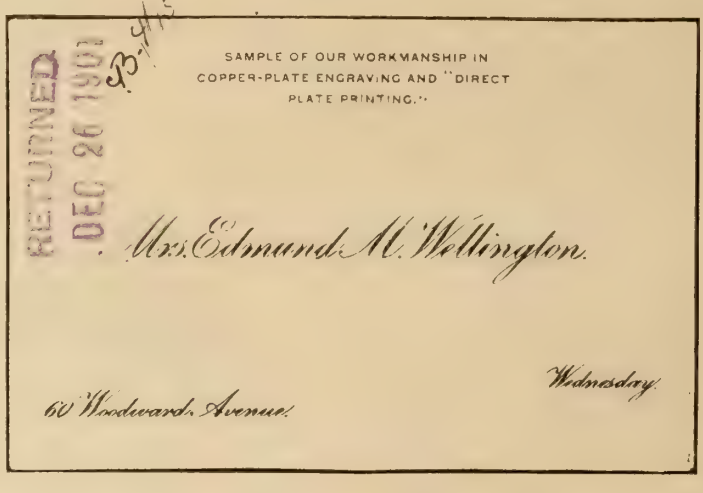
and Fancy Goods Dealer.

FASHIONABLE STATIONERY.

ONE or two stationers in Toronto make a specialty of supplying fine writing stationery, calling cards, etc., to the "swagger" trade of that city. As in most cases the styles followed are those of London they may, perhaps, be considered quite correct, and be adopted by dealers in smaller cities who desire to cater to this trade, a trade that is highly profitable when properly conducted.

In writing stationery, Organdie, Dimity or Cambric Lawn still holds its position at the front. The linen finish of this paper is very much liked, and its stylish, rich appearance will probably keep it in favor for some time.

White, grey, blue and heliotrope are the shades most taken. The broad shapes are becoming more and more popular. These are just folded over once to fit the envelopes. As to size, there is quite a bit of difference, it being to a great extent a matter of choice with the customer.



People are using crests more, and not only do those who are entitled to them have their stationery thus marked, but many others, with longings for these little aristocratic birthmarks, come to the enterprising stationer and have him design crests for them.

If they do not have the crests, most people of position have their stationery embossed with either address dies or monograms. The latter are not as much used as they formerly were.



One of the leading stationers keeps an alphabet of Old English dies with which he stamps the stationery gratis of those who buy from him. This plan, I am told, results in big sales. Orders can be easily obtained for stamping the stationery when these dies are shown, and the cost is so small as not to be worth considering.

In wedding stationery, the script letter is the staple engraving. The newest letter for this purpose, however, is a shaded Old English or shaded Old Roman. The engraving of these is much more expensive than the script, but it is used occasionally by those who want something out of the common. It is an American fad which is not likely to last long, or to be adopted by any great number of the fashionable people. There is a copperplate text of the Old English which is being used in type with a fairly good effect.

The popular wedding stationery is supplied a great deal in the smooth-finished paper. It prints much better from the plate. The size of the sheet most in vogue is 5¼ x 6½. The inside and outside envelopes are always used, the one just large enough to contain the sheet folded once, the other to cover with sheet and inner envelope.

The visiting cards used are the same as the English styles. A few American are used, but not many. They are more of a square shape. The size in the men's card is 1½ x 3, and in ladies' visiting cards, 2½ x 3⅝. There is no difference in size observed between married and unmarried ladies' cards.

Tea and At-Home cards are nearly always engraved in the script. There is a great demand for these cards. Many of the customers have their own plates engraved, leaving a place for the date to be written in. The size is of the small octavo envelope.

Name cards—or, as they are also called, place or guest cards—are becoming a great feature at dinners. They are shown in fancy designs as well as plain white. Many of the designs, which are in colors, are suitable for certain occasions or companies. For instance, there are the bachelors' cards, for dinners composed of members of that unhappy fraternity. In the corners are pictures of champagne bottles, pipes, cigars, and other things that all bachelors are supposed to revel in. For hunting dinners, St. Patrick's Day dinners, etc., there are many pretty and appropriate designs. This is a good trade, one that has proved successful with those dealers who have gone into it.

Tally cards for progressive games are among the card novelties that sell well all through the Winter season. These are shown in different shapes, keys, quarter-moons, hearts, clubs, diamonds, spades, etc., and also with special designs for certain days.

Dance programmes are supplied to order. They are printed and embossed with crests, club colors, etc. This is another trade that does not stop with the holiday season, but is good until well on in the Spring.

An English fashion that The Bain Book and Publishing Co. brought out here is that of Christmas and New Year greeting cards. They import these perfectly plain, and print an insert in whatever words may be chosen by the customer. The covers are very handsomely embossed with monograms, crests, etc. These cards are a very popular line in England, and they have taken hold here rapidly.

The Bain Co. have adopted the very satisfactory plan of carrying all samples of their cards, programmes, etc., in sample-books. In this way they can be shown to customers with much less trouble than when separate, and they are not spoiled by being handled. The books are gotten up neatly in dark cover stock, with a design by the house on the cover. The idea is one that

KING EDWARD VII.

NOTE PAPER AND ENVELOPES.

This is the same paper as we have been selling under the name "Plashwater," and made by the same mill, but with a more appropriate watermark.

The "Plashwater" now offered in this market is not the same paper that we introduced to the Canadian Trade.

Buy KING EDWARD VII. note paper, in white, cream and kid-finish, envelopes to match, and thus obtain the original article.

The Barber & Ellis Co., Limited

43, 45, 47 and 49 Bay St. **TORONTO, ONT.**

Greeting to our Canadian Friends!

We have selected this medium to bring closer to your notice, our **SPLENDID** line of **TYPEWRITER RIBBONS** and **CARBON PAPERS,** and to specially direct your attention to the HIGH STANDARD and unexcelled variety.

"M.M.,"
"YELLOW BOX,"
and "EUREKA"

Typewriter Ribbons

Embody positive perfection, in durability, clear sharp write; indelibility.



"PROGRESS,"
"M.M.,"
"EUREKA,"
"COMPETITOR,"
"SILK SPUN,"
"GALLINIPPER"

Typewriter Carbon Papers

Unequalled in the World.

Finest and largest line of Pencil and Pen Carbons; Typewriter Oils, pure and odorless; Stamp Inks; Stamp Ribbons. Write for our Catalogue and any information in reference to our goods.

MITTAG & VOLGER, Sole Manufacturers. To the Trade Only.

Principal Office and Factories—PARK RIDGE, N.J.

New York City—1016 Park Row Building. Chicago, Ill.—108 LaSalle St. London—4 Queen Street. Paris—37 Rue Vivienne.

TOPICS FOR THE STATIONER—Continued

might be followed by stationers in general with good results.

A new combination paper cutter, seal and lead pencil holder is announced by an exchange. "The seal and cutter," it says, "are attatched to the pencil like the head of a mallet. On one end is a rubber cap, for sealing envelopes or erasing pencil marks. The outer end of the mallet-head is sharpened into a cutter for opening envelopes, cutting paper or removing leaves from books." This is made to retail at a low price.

Wholesalers are very busy now with visitors from outside towns who are late in buying Christmas goods. There is always a good deal of this late Christmas trade done to within a few days of the time. The dealers living in these cities, too, who can visit the wholesale houses every day if they wish, are frequent visitors, buying always in small quantities and picking up odds and ends that they can do well on.

CHRISTMAS STATIONERY TRADE.

Stationers in Canada have little to complain of under the present condition of trade. The approach of the Christmas season has apparently put people in a more buying mood and the unusual beauty of the goods this year is also a great inducement to buyers.

In many stores there is a practice of making special holiday displays during the month before Christmas. These are changed frequently, but always present the appearance of having been prepared for the holiday season.

There is a good deal in this. When specially attractive goods are shown people will buy them right off for fear they may not be able to get them later on when the Christmas trade is in full swing. In this way these dealers really do a Christmas business for a month before the day, and when other stores are putting on their holiday attire they also come out in new dress and, notwithstanding that they have been selling their Christmas goods for a month previous, they lose none of the real holiday trade for that, but are just as attractive and are patronized fully as much as the others who have just opened up their Christmas goods.

There is little doubt but that many of the fancy goods and novelties they had sold early could have been procured at some other store which did not thrust them to the front in the same way. It is, no doubt, very effective to come out with a striking window display just at the time when people commence to buy for Christmas, but nothing is lost by being beforehand in showing the goods, and the extra trade that can be done in this way is considerable and well worth the trouble.

NEW GAMES.

Two new Canadian games recently put on the market have been in big demand ever since they were shown. "Bobs" is one of them, a card game that received the approbation of Lord Roberts. The pictures on the cards represent the different colonies in the South-African War, and the United States. "Rainbow," the name of the second, is also a card game. There are 56 cards, in 12 suits. The highest card is the prince, and then follow princess, knight, lady, fairy, witch, dwarf and giant, according to the value of each. Quite a number of different games can be played with these cards. They are all printed in bright and attractive colors. They are of Canadian design and make, and will be among the leading games of the season. Copp, Clark Co. are supplying them. The price is 75c. They are the sole agents for Whitney's valentines, which this year are being shown in handsomer and more striking designs than ever. Comic valentines are also shown in designs much improved over those of former years, and in the lace valentines a choice may be had from a very large and beautiful assortment.

SEASONABLE ARTICLES.

Pocket diaries are now commencing to move, and the orders show a considerable increase over those of former years. Indeed, so great is the demand that Copp, Clark Co. think they might be short on some lines. One that deserves special mention is the diary and memorandum book combined. Among business men and commercial travellers this has a larger sale than any other. Post card albums are a very good line just now, and will be throughout the Winter. The collecting of souvenir post cards has become a fad with a great many people, and these albums will fill a large demand. They retail from 25c. to $1. They are are offering a lot of Christmas cards at 50 per cent. discount off the regular wholesale prices. For those who have been late in getting in their Christmas stock a good assortment can be made up for them, not only from these, but from others. The new pens, "Rex" and "Universal" (the $1 pen), are going fast. They have made a place for themselves on the market that makes it necessary for almost every dealer to supply them. Some Russian cut glass inks, in prices ranging from 80c. to $1.75, are very much admired and are being taken rapidly. Cut glass inks, to retail from 25c. to $1, and pressed glass, to retail from 10 to 25c., are others in this line that can profitably be handled. These are all new and at least 25 per cent. cheaper than formerly. A new line of sponge cups at equally low prices should also be looked up. The holiday trade catalogue issued a few weeks ago should be in the hands of every dealer for reference. It is a big one, over 100 pages, with an index to each department. Besides the games, Christmas cards, decorations, toys, etc., there are hundreds of staple articles and other goods that must be placed in stock from time to time, making the catalogue one of great use and, as it is called, "The Silent Salesman of Special Service for Sellers' Selections."

HOLIDAY GOODS.

There is no let-up to the demand for chatelaine bags. In Mexican hand carved goods, real alligator, real seal, real morocco and seal grain, they make one of the best lines in leather goods that can be handled. Ladies' purses, too, are shown in such attractive designs that they sell on sight. Some silver-mounted purses in Brown Bros.' are very handsome. Blotting pads are also shown with silver mountings, and are selling well. Among the goods that have been taken largely for the holiday trade are music cases and rolls, playing-card cases and men's bill and coin purses and bill wallets.

WHIST TRAY.

A new whist tray has been put on the market by Copp, Clark Co., who designed it themselves and have called it the "Wallace," after a well known Canadian player. It is covered with black leatherette, printed in gold letters, and is very much cheaper than any other tray yet shown.

A new inkwell on the market is called the "Columbus." It is egg-shaped, and is so weighted that it rights itself immediately if upset. It cannot possibly spill. The bottle is covered with aluminum, and the well inside is of rubber, the ink being reached through a glass funnel or tube, which does not come quite to the surface of the aluminum covering. For travelling men, this bottle is very handy. It is being

Our Newest and Best

Christmas Books

The Man from Glengarry

By **Ralph Connor**, author of "Black Rock," "The Sky Pilot," etc.

Cloth, net, $1.25.

The Outcasts

By **W. A. Fraser**, author of "Mooswa," etc., with eight full-page illustrations by Arthur Heming.

Cloth, net, $1.00.

The Making of a Marchioness

By **Frances Hodgson Burnett.**

Cloth, illustrated, $1.25.

The Portion of Labour

By **Mary E. Wilkins.**

Cloth, illustrated, $1.50.

Charles Mair's Poems

With Autograph Portrait of the Author and Portraits of Brock and Tecumseh.

Cloth, $1.50; Half-Calf, gilt top, $2.50.

Patriotic Song

By **Arthur Stanley**, with introduction by The Bishop of Calcutta.

Cloth, $1.25.

Canadian Crystals

Poems by Thomas Watson.

Cloth, 75c.

The Voyage of Ithobal

By **Edwin Arnold.** An Epic Poem of Ancient Egypt.

Cloth, net, $1.25.

Tilda Jane

By **Marshall Saunders.** A new, bright, wholesome story of Child Life by the author of "Beautiful Joe."

Paper, 75c.; Cloth, $1.25.

The Making of a Country Home

By **J. P. Mowbray**, author of "A Journey to Nature."

Cloth, $1.50.

Galopoff, The Talking Pony

By **Tudor Jenks.** Galopoff will take its place as a companion volume beside "Black Beauty."

Cloth, illustrated, $1.00.

WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West .... TORONTO

Leather Goods.

This is a special and **Greatly Developed Department** of our business.

We manufacture and have now in stock a very superior line of

PURSES, WALLETS, LETTER and CARD CASES, PORTFOLIOS, MUSIC ROLLS, PHOTOGRAPH CASES, DRESSING CASES, LADIES' WRIST BAGS, Etc.

Our New Line of

Chatelaine Bags



Now a necessity to every lady.

Surpass anything hitherto made.

We have them in all the

NEW MAKES and STYLES of LEATHER.

SEAL, RUSSIA SEAL MOROCCO, WALRUS, HIPPO., RHINO., Etc.

With the **newest** and **finest** of **frames.**

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

51-53 Wellington Street West, TORONTO.

A FEW OF

Fleming H. Revell Company's FALL PUBLICATIONS

By JAMES M. LUDLOW, author of "The Captain of the Janizaries."

DEBORAH

A tale of the times of Judas Maccabaeus. A thrilling romance of a thrilling time. Very handsomely illustrated. 12mo, cloth, **$1.50.**

DR. HILLIS says: "Most fascinating. Many colors and brilliant lie upon the canvas that a master has painted."

THE SUNNY SIDE OF CHRISTIANITY.

By CHARLES H. PARKHURST, D.D. 16mo, cloth, net **60c.**

It has all of Dr. Parkhurst's peculiarly vivid style, with a sweetness and everyday sunniness that is wonderfully attractive.

MUSICAL MINISTRIES IN THE CHURCH.

By WALDO SELDEN PRATT, Professor of Church Music at Hartford Theological Seminary. 16mo, cloth, net **$1.00.**

Of great value to all interested in church music. Professor Pratt's experience both as church musician and instructor of ministerial candidates, gives him peculiar facilities. It will undoubtedly remain a standard work of reference.

THE DIVINE PURSUIT.

By JOHN EDGAR MCFADYEN. 12mo, cloth, gilt top, net **$1.00.**

A complete blending of deep piety and thorough learning has given to these studies a rare quality, that quality that may be compared not unfavorably with Matheson's "Moments on the Mount."

THE OLD GOSPEL FOR THE NEW AGE.

By BISHOP H. C. G. MOULE. 12mo, cloth, net **$1.00.**

Dr. Moule is a many-sided man, with wide interests in literature and life. He has a breadth of culture and sympathy.

LAST WORDS OF DISTINGUISHED MEN AND WOMEN.

By FREDERIC ROWLAND MARVIN. 8vo, cloth, net **$1.50.**

"Not only gives their names and the words they spoke, but considerable additional matter, pertaining to the circumstances in which they died."—N.Y. Times.

THE GIST OF THE LESSON.

By R. A. TORREY. A Pocket Edition of an Exposition of the S. S. Lessons for 1902. Vest pocket style, leather, **25c.** Interleaved for Student's Notes, **50c.**

"I know of nothing that has the same amount of available information in so convenient and condensed shape. Boiled down and pressed together under the hydraulic, skimmed, strained and pressed again, and yet full, generous and helpful in its treatment of the lesson. I shall greatly prize it."—Marion Lawrence, General Secretary International Sunday School Association.

PRACTICAL COMMENTARY ON THE INTERNATIONAL S.S. LESSONS, 1902.

Carefully prepared by specialists in the various departments. With map and blackboard illustrations. Large 8vo, 240 pages, cloth, **50c.**

"The comments are remarkable for two things: Their aptness and truth of exposition, and their pertinence of application. The analysis also is natural, the catchwords capital, and style concise, pointed, animated."—The Advance.

WORKING FOR GOD.

By ANDREW MURRAY. A sequel to "Waiting on God." 16mo, cloth, **50c.**

Christian Intelligencer says: "It is gilding fine gold to commend a book by Andrew Murray, whose name and fame reach wherever there is appreciation of the inner spirit of Christ's Gospel."

TIMES OF RETIREMENT.

By GEORGE MATHESON. Devotional Meditations by the author of "Moments on the Mount," "Voices of the Spirit," etc. With a biographical sketch by the Rev. D. MacMillan. 12mo, cloth, net **$1.25.**

These devotional pieces by the well-known popular blind preacher, are based upon the belief that devotion is neither merely nor mainly a thing of the heart, but is based upon intellectual conviction and must be the child of reflection.

Fleming H. Revell Company

25-27 Richmond St. West, (Booksellers' Row) TORONTO.

Also at CHICAGO and NEW YORK.

TOPICS FOR THE STATIONER—Cont'd.

supplied by Copp, Clark Co., and will retail for 50c.

Poker dice made of vegetable ivory are among the newest things in this line. They are printed in red, black and blue, and the cuts are clearly printed. These look as well as the ivory dice ; they are expected to last nearly as well, and the price is much below that of the ivory. They are put up in slide boxes, and will retail for 50c. They are being supplied to the trade by Copp, Clark Co.

A CLEVER AD.

The advertisements of the Joseph Dixon Crucible Co., Jersey City, N J., are always interesting and often unique. One of the latest is a novelty envelope, inside of which an ingeniously devised cardboard slide can be made to move back and forward, revealing at one time a picture, printed on linen, of a turnout of horses and carriage and at another an automobile. As a reminder that Dixon's graphite is one of the best and most widely-used lubricants for all kinds of machinery, "from a cyclometer to a ten-wheel locomotive," including carriages and automobiles, this advertisement is a striking one.

AN APPROPRIATE BOX.

Fancy boxes of stationery is one of the leading lines with retailers during the holiday season, and the counters of every store should contain a choice assortment of these dainty and useful articles. Perhaps the most appropriate box of this kind shown this season is the "Holly," just produced from the factory of Warwick Bros. & Rutter. It contains fine linen bond paper in both azure and white tints, the paper and envelopes being tied with ribbon. The box itself is most attractive, being covered with a beautiful embossed paper of the holly pattern, the top being padded to give that rich effect so much desired.

The shape of the box is oblong, which makes it suitable to contain innumerable articles when the contents supplied have answered their purpose, and, as an article of decoration, the design and style make it all that could be desired.

TALLY CARDS.

Wholesalers report the demand for tally cards and evening party accessories as greatly in advance of previous years, and some of them have experienced considerable difficulty in keeping up the supply. Warwick Bros. & Rutter give special attention to these necessary little articles, and have a dainty assortment of score cards of their own manufacture. Some of the latest designs are especially attractive. The new shapes in which they are made make them novel and pleasing, and such designs as the Horseshoe, Wishbone and Four-leaf Clover will be greatly appreciated by any guest at an evening's entertainment if the old traditions about good luck are still believed in. Another edition of the Cross Flags and Card-hand designs is off the press, and orders can now be filled for the complete series. Tassels are also supplied in different styles, and such necessities as score seals and card punches are always kept in stock by this house. Samples of the new lines will be gladly mailed to any dealer in need of these goods.

NINETEENTH CENTURY PLAYING CARDS

One of the most beautiful and artistic novelties ever issued in the way of fancy playing cards is being shown by Warwick Bros. & Rutter. It is called the Nineteenth Century. And the general idea followed in the arrangement of the Royal cards is to show the pictures of the most noted kings, queens and prime ministers of Europe who lived during the last century.

The back of the cards is exquisitely produced in five colors, and shows the faces of Queen Victoria, King William IV., George III. and George IV. Among the famous men whose portraits are reproduced on the faces of the cards are Napoleon, William I. of Germany, Alexander II. of Russia, Victor Emmanuel of Italy, Prince Bismarck, Garibaldi and others. The cards are put up in ornamental boxes, and make choice remembrances for the holiday season as well as suitable party prizes for either lady or gentleman.

BEST SELLING MUSIC.

THE following pieces of music are reported to be the best selling of the month by The Anglo-Canadian Music Publishers' Association, Limited :

1. "The Anthem Celestial" ; Christmas song, by Adams.
2. "Love Me Little, Love Me Long" ; song, by A. L.
3. "A Passing Moment" ; piano, by Mayer.
4. "At the Old Mill" ; piano, by Mayer.
5. "La Linda Cubanita" ; piano, by Mayer.
6. "The White Print Gown" ; song, by Slaughter.

According to the Canadian-American Music Co., Limited, these are selling best :

1. "We are all Good Fellows" ; song, by Witmark.
2. "Mr. Volunteer" ; song, by Dresser.
3. "Creole Belles" ; march and two-step, by Lampe.
4. "I'm Tired" ; song, by Schwartz.
5. "Chaperons' March" ; by Witmark.
6. "Stay in Your Own Back Yard" ; song, by Udall.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion ; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

TO LET

THE FINEST BOOK, STATIONERY AND Fancy Goods Store in Canada. The oldest stand in Kingston. Apply to DWYER BROS., Kingston. (12-1)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

The Long Distance Telephone

Is Invaluable to Business Men.

You can speak to 40,000 subscribers in Canada and Hundreds of Thousands in the United States within a distance of 1,500 miles.

Have you made its use a factor in your business ?

THE BELL TELEPHONE CO. OF CANADA.

HYDE & CO.'S

"BRITISH EMPIRE"

Writing Inks, Sealing Wax and Gum.

Original Makers of the



"Bank of England"
and
Prize Medal India Wax for Hot Climates.
Banker's Black,
Blue-Black Writing and Copying Inks
And the Celebrated Hindoo Red Ink.

Makers of every description of Sealing Wax, including the well-known brands :

"HYDE'S No. 1." "IMPERIAL,"
"COLONIAL," "VICTORIA," etc.

ST. BRIDE ST., LONDON, ENGLAND.

Representative in Canadian :
Mr. Wm. MacPherson, 173 Madison Ave , Toronto., from whom all particulars can be obtained.

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

WM. BARBER & BROS.
Paper Makers,
GEORGETOWN, - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R BARBER.

MUSIC ORDERS
attended to promptly and satisfactorily.
Headquarters for all the Standard and popular English and American Musical Works.
Anglo Canadian Music Publishers' Assoc'n,
(ASHDOWN'S) Limited
84 Yonge St., Toronto.

The Canadian-American Music Co., Limited,
No. 15 King Street East, TORONTO, ONT.
General Canadian Agents for White-Smith Music Pub. Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearn & Co., Howley, Haviland & Co., H. S. Gordon, T. B. Harms & Co., E. T. Paull Music Co., G. L. Spaulding, F. A. Mills.
Trade only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.


BERNARD CAIRNS
Leader in
RUBBER STAMPS
MONOGRAMS, SEALS, STENCILS, Etc.
10 King St. West, TORONTO
Awarded Diploma at Toronto Exposition, 1901.

PAYSON'S INDELIBLE INK


Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

"CRYSTAL"
This is the name of the
NEWEST and BEST
CREPE TISSUE on the market to-day.
All up-to-date Stationers and Fancy Goods Dealers should lay in a stock **NOW** for the ever-growing demand.
That sparkling effect is grand. It glitters like the stars. Drop a card of inquiry to
GEORGE W. KAYE,
503 CARLAW BLDG., 28-30 WELLINGTON ST. W.
TORONTO, ONT.

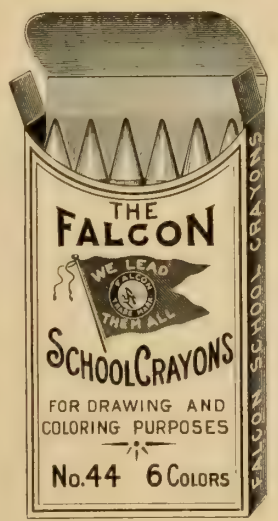
BAIN BOOK AND STATIONERY CO. TORONTO
GEO. W. BEALL BOOKS, STATIONERY & JEWELERY. LINDSAY ONT.
Book Labels
In 5000 lots, 60c a 1000
SINGLE 1,000 $1.10
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or Color—Any wording or design.
EXPRESS PREPAID.
Levy&Co., Toronto
19 Leader Lane.
Label Makers

ALEX. PIRIE & SONS
LIMITED
PAPERMAKERS
MILLS
ABERDEEN, SCOTLAND.
Established over 150 years.
Agencies in all the principal cities of the world. A special feature is the manufacture of
MOURNING STATIONERY AND PAPETERIES
of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

Andrew Whyte & Son, Limited
Wholesale, Export and Manufacturing Stationers
Bothwell Works: **Edinburgh, Scotland.**
Also at **Glasgow, and London.**

Flat Papers of all grades in Canadian sizes.
Printers' and Bookbinders' Material.
Note Papers, Envelopes, Papeteries, Blank Books.

—Sole Canadian Agents for—
"Annandale Polton" Papers:
POLTON AIR-DRIED VELLUM — In Note and Commercial Sizes.
POLTON PATENT LEDGER PAPER — Supersedes Hand-Made and is 25 per cent. cheaper.
"The Library Note"—Our new high-grade Parchment Note Paper, with Envelopes to match.
Samples and Prices on Application

To have the Best and Most Complete Line of


CRAYONS
has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.
New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.
509-517 Eastern Ave.,
Lynn, Mass., U.S.A.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

ST. GEORGE library has purchased $150 worth of new books, and it is expected that the books will be there, catalogued, and placed on the shelves ready for distribution immediately after the annual meeting in January.

There are 1,700 volumes in the library at Newburgh, Ont., and $100 worth have lately been added. A new catalogue is being prepared.

A leading Toronto publisher sent 200 books to the Kingston board to select from, and 40 were chosen.

The "Memoirs of Libraries, of Museums and of Archives, and of Some of Their Chief Founders, Collectors, Keepers and Benefactors," by Edward Edwards, has been published in a new edition. This is a standard work in two volumes of which only one volume was published. It was brought down only to the end of the 1st section, including monastic and ancient libraries. Edwards was a publisher, a partner of Trubner, of London, and wrote many books on libraries.

St. John, N.B., has accepted the $50,000 Carnegie grant for a building.

The Galt public library's reading room is so popular a resort that the room and tables fail frequently to accommodate all the patrons. It is particularly congested on Saturday nights. In an endeavor to relieve this, the board, some time ago enacted a measure, excluding young people under 14 years of age from the library tables on Saturday evenings. This, in part, solved the dilemma, but not altogether, and so to further relieve the situation, at a recent meeting of the board, it was reluctantly decided to raise the age limit to 16 years.

The Preston council passed a resolution to have a by-law prepared to make the public library, formerly known as the Mechanics' Institute, a free library. In the neighboring town of Hespeler, where the ratepayers voted in favor of a free library nearly a year ago, the change has been a success. Where previously it was difficult to secure 100 patrons, now there are 426 names on the list. The reading tables, too, are well patronized, and on Saturday evenings there are usually from 25 to 40 persons in the rooms continuously while they are open.

The new Carnegie building in Vancouver is to be ready in October, 1902. Contracts have been signed.

The Ottawa Y.M.C.A. library has banished Stead's "Review of Reviews," owing to its anti-British sentiment.

The Windsor, Ont., free library board are inviting plans for a new $20,000 building.

The Ontario Minister of Education will ask the Legislature for $1,000 or $2,000 to help the establishment of libraries in the schools of the Province. If the money be granted, small allowances will be made to trustee boards that are willing to supplement the Government aid. Only standard books will be permitted on the shelves of libraries receiving Provincial assistance.

MR. BAIN ON THE CARE OF BOOKS.

"The want of reverence for books is one of the marked features of city life in Toronto," was the emphatic statement of Chief Librarian Bain, the other day, when asked by The Star about the care with which the citizens of Toronto handle the books of The Toronto Public Library. To a man of Librarian Bain's temperament, a greater part of whose life has been devoted to books, and who regards them generally with a great deal of reverence and respect, the marking of books is a heinous offence, which, in his eyes, appears all the more grievous because it is generally books of value and merit that are subjected to the crime of marking. Books on theology, books expressing rather strong political opinions, works of history, books on travel, and books on questions of the day, seem to be the especial prey of the book-marker.

In most cases, it is the half educated man who is a crank on a subject who is the principal offender. Ultra Protestantism, Catholicism, or Orangeism, whenever strongly displayed in a book is sure to arouse a strongly diverse view, and in order that readers following may not fall into the serious pitfalls laid by the writer of the book, he feels in duty bound to write opposite a strong statement "Bosh," or "rot." Probably the marker meets an exceptionally pleasing statement that meets his view, and again benevolently thinking of benefiting the readers following, he must underline it.

This evil of marking library books has become more rampant of late, and it is very hard to catch offenders. A short time ago, however, a new current review was taken out, and when returned was found marked in a great many places. The offender was apprised of his crime, which he admitted, and said it was due to thoughtlessness. He luckily got off by providing the library with another copy.

It is impossible to scrutinize the books very closely as they come in, which makes it all the more difficult to trace the offender after it has been out a few times. In a great many cases the library officials are almost sure who the offenders are, but are unable to secure criminating evidence. The growth of the evil has aroused the librarians, and offenders, if caught, will be taken to the police court.

Students at the various colleges are quite often guilty of book-desecration. The books taken out by them are not infrequently very valuable ones, but so great has the habit of underlining and making notes in the margin become with them that they forget to respect the library books.

The Reference Library, says Librarian Bain, has become a busy place, especially on Saturday afternoons, when the accommodation is taxed to the utmost. This is regarded as a good sign that the young people, who compose the majority of seekers in reference works, are desirous of widening their knowledge, and speaks well for the enterprise of Toronto citizens.

Modern Decoration.

THE VALUE OF COLOR EFFECTS.

The rage for decorative art has increased rapidly. Everything is grist that comes to the mill of the decorator, and it now occasions no surprise when one is led from a Louis XVI. drawing-room to a smoking parlor laid out as a hunting lodge, with trophies of the chase and its accessories as the main decorations. The field is widening.

It has been fashionable for most of the handsome houses created during the last few years to have each room decorated in a distinctive style. So one enters an empire department from an Italian hall, goes from the Moorish den to the Elizabethan dining-room and so on through the gamut of styles.

While this gives an excellent opportunity for a series of beautiful rooms it has its drawback in that to carry out the scheme effectively there must be harmonious architectural construction. Not everybody who builds a home nowadays has the financial resource which will permit of this, so that there must be many rooms which depend entirely upon fabric and ornament to provide the decorative features.

Confronting this problem the decorator has felt it incumbent upon him to take more liberties in design and color effect than ever before. He has dared to use striking colors and display the individuality of the artist, producing results which make practically a new departure in interior decoration, and which play a very important part with that class of people who cannot afford an architectural interior.

Style is as much the dress of thought in art as in literature, and a decorator, if he has force, can give the impress of personality to all his productions, even if the motives adopted are old. A dining-room designed strictly in accordance with the style of Francis I., or a parlor in the manner of Louis XVI. or the empire, may be a charming apartment; but, after the modern decorator gives attention to detail in design, he will put Turkish rugs on the floor, Japanese vases on the shelves, and probably modern-stained glass in the windows. To him it seems wiser in these days of artistic communism to follow the spirit of a style as far as he can, and then to modernize and adapt it to present wants and conditions, which are utterly different from those under which the various styles were developed. He gets variation more by the use of color effect than in trying to see how many styles he can show under one roof. Simplicity and good-color effects should be the aim in the modern treatment of interior decoration.—Upholstery Trade Review.

A SPEEDY RECOVERY.

Anyone who visited the factory of The Colin McArthur Co. in Montreal a month ago would be surprised to revisit the establishment to-day. Wonderful progress is being made towards a complete recovery from the fire. Although the whole factory was gutted and a great deal of the machinery ruined, it is expect-

The
WATSON FOSTER CO.
LIMITED
MONTREAL



SILVER MEDAL
PARIS 1900
CHICAGO 1893

WALL PAPERS

OUR LINE
FOR 1902
IS STILL COMPLETE

IN ESSENTIAL FEATURES, AND ALL THAT IS PRACTICALLY ARTISTIC AND PROFITABLE IN WELL SELECTED AND COLORED DESIGNS
IN

WALL PAPER

WITH FAR GREATER VARIETY IN EACH GRADE THAN IS ATTEMPTED BY ANY COMPETITION, HOME OR FOREIGN.

TRAVELLERS SENT, OR CONDENSED SAMPLES FURNISHED TO PROSPECTIVE BUYERS.

DEC. 1901

ed that operations will be commenced in the first week in January with a four-storey building, where there was three, with the newest and most approved machinery, with a modern heating and drying plant; in fact, with an unexcelled wall-paper factory throughout. The workmen have been busy day and night at the rebuilding, and already some of the machines have been set in position.

Although the firm are losing a couple of months of manufacturing, their Spring business will not be disturbed in any way. The rollers are all intact and goods will be turned out quickly once the machinery is started. Many of the Spring orders are already shipped, for there are over 1,000,000 rolls in the warehouse that were not damaged. Indeed, orders taken since the fire have been filled out of the stock. It may be readily imagined that it is difficult just now to complete every order, but by February 1, retailers will be able to have all their Spring wants supplied. Even now travellers are on the road soliciting orders.

The designers and engravers are busy on next season's patterns, some of which we have seen; they are certainly very handsome.

DEATH OF MR. MCARTHUR.

We regret greatly to hear just as we go to press, of the death at Montreal, on December 8, after a long illness, of Mr. Colin McArthur, head of the firm of Colin McArthur & Co. Mr. McArthur was 66 years old, and was a pioneer in the manufacture of wall paper in Canada. Over 20 years ago he and the late Mr. Watson were in partnership together and afterwards pursued the same business in separate firms, both doing well. Mr. McArthur was born in Scotland and possessed the ability and shrewdness of his race. He was known far and wide as a man of high integrity and genial kindliness. His son, and his brother-in-law, Mr. Williamson, who were both in the business, will have the sympathy of all the trade.

ONE YEAR OF THE 20TH CENTURY.

The dawning year of the 20th century has been marked by the most wonderful industrial progress the world has ever seen. In this year Canada has done much to place herself in the very front ranks of industrial and commercial enterprise. In no department of manufacturing has there been such remarkable advancement as in the manufacture of wall papers in the Dominion. Among the leaders in this forward movement are Staunton's Limited, of Toronto. They are placing before the Canadian trade, lines of goods that in many respects excel in artistic design, pleasing and serviceable colorings and durable qualities similar goods of foreign manufacture. Dealers should familiarize themselves with these very choice 1902 lines and the very reasonable prices of this firm before sending their money out of the country in the importation of goods that are not only manufactured by foreign labor—thus pauperizing Canadian-skilled artisans—but consist of the surplus stocks of foreign manufacturers who have no interest in the development of Canadian industry.

Messrs. Flood & Sons, stationers and piano dealers, St. John, N.B., have leased a store in Fredericton, and will carry on a business in the same lines there.

TRADE IN MONTREAL.

From BOOKSELLER AND STATIONER'S Special Correspondent.

Montreal, December 6, 1901.

MONTREAL bookstores, both up and down town present busy scenes since the first of December. The holiday trade has commenced early and promises to be a record breaker, if signs count for anything. But the merchants have not been caught napping by this early rush for they had already brought out their new Christmas cards (and perhaps some old) and 1902 calendars, while not a few, particularly the French stores, such as that of Granger Freres, present a bright appearance with tinsel and other bright Christmas-tree decorations. Holiday supplies will be pushed hard all this month.

Special stress is being laid on calendars and they have been brought out in many striking and artistic forms. They seem to be a Christmas novelty that is growing more popular. Not only are the American and Zurich productions selling freely, but a great many distinctly Canadian calendars are on view. In most cases these bear national Canadian views destined for English or foreign friends. I notice, too, that the ordinary scenic photos are shown in nearly every store on cards bearing "Christmas Greetings" or something as appropriate. Games do not seem to be handled very extensively by our booksellers, a fact that is rather striking. I have, however, seen some gilt-edged high-class playing cards that ought to be good Christmas sellers.

Enterprising merchants like Mr. Chapman and Mr. Renouf are making a specialty of Christmas stationery, put up in boxes. It seems rather remarkable that some dealers are afraid to handle this line, while others can sell large quantities of $1.25 boxes, holding only a quire of paper and two packages of envelopes. If such goods prove good sellers in some stores it seems to me that better values ought to move in every bookstore in the city if given due prominence.

The only stylish paper now seems to be the new wide-square shape that requires the long envelope. I notice that, of the different makers, Hurlbut seems to be the most popular, his boxes being quite tasty and his paper quite stylish, if one can say that style enters into stationery. The finish most desired is a happy medium between the smooth and rough. The glossy is avoided while the rough Irish linen is no longer fancied. It seems strange that our city wholesale houses do not handle this high-class stationery. But they are content to make December a slack holiday month. Strikes me they make a mistake.

Of new books for the holiday trade there is a long, strong range, and certainly the publishers have given the retailers every opportunity to do a good trade in books suitable for Christmas presents. I notice in some stores that a table of Canadian books has been arranged, many people wishing to get a book by a Canadian author to send out of the country. The list includes not only the new Canadian publications, like "The Man From Glengarry" and "The Right of Way," but takes in Dr. Drummond's works, Ernest Thompson-Seton's, Lampman's poems and other well-known standard books. Artistic books, such as Thompson-Seton's or Dr. Drummond's are particularly good sellers.

The best-selling book of the hour is undoubtedly "The Man From Glengarry." "The Right of Way" and "Kim" come next, while "Johnnie Courteau" is selling quite freely and ranks high. Other good cloth books for the Christmas trade are "Mark Everard," by Knox Magee; Malet's "History of Sir Richard Calmady"; "Young Barbarians," by Ian Maclaren; "Lives of the Hunted," and "Lazarre." "A Modern Antaeus" does not yet seem to have created a demand for itself. Another nice little book I noticed in Drysdale's is "Pussy Meow," complementary to "Black Beauty," and "Beautiful Joe," in cloth, by Louise Patteson.

Henry A. Dickerman & Sons, of Boston, are making a unique offer in their "What Happened to Wigglesworth," by W. O. Fuller. Within the cover they include an offer of $1 in gold to that person who will give the best reason why every married man should read the book. The answer must be less than 100 words and more than 20.

A. T. Chapman is the publisher of a new McGill magazine. It is being prepared by the professors and graduates and will be one of the handsomest magazines ever published in Canada, Mr. Chapman, says. The frontispiece will be a beautiful photogravure of McGill, the founder of the university. The work will be 120 pages and will retail at 50 cents. Quite a large edition is being published and it will be ready in a day or two.

E. H. C.

WHY BRITISH MAGAZINES DO NOT CIRCULATE IN CANADA.

One of the British correspondents accompanying the Royal party to Canada referred in one of his letters to the prevalence of United States magazines and newspapers in this country and the almost entire absence of the British publications. We trust that his observations in this matter will reach the ear of the British Government, and especially the British Post Office Department. The scarcity of the British newspapers and magazines in Canada is owing more than anything else to the excessive postal rates charged on papers and periodicals. Canada has a receiprocity treaty, as it were, with the United States, for the handling of mail matter. We accept free at the border all matter coming from the United States. But the deal is not a fair one for Canada. Perhaps fifty times more papers and magazines come into Canada from the United States than pass the other way. The convention between the two Post Office Departments is altogether in favor of the United States. If a similar convention cannot be established between Great Britain and Canada something at least ought to be done to stimulate the interchange of the periodicals and newspapers between the Mother Country and her leading colony. The substitution of the English magazines for those from the United States would be a commendable change, while the circulation of the Canadian papers in Great Britain, especially between emigrants in Canada and their friends in the Old Country, would prove an effective emigration medium. A cheap newspaper rate is of even greater importance for the unification of the Empire than Imperial penny postage as applied to letters. The former would appeal to a much larger constituency than the latter. The question is ripe for action.—Toronto World.

COLIN McARTHUR & Co.,

INCORPORATED

Our new factory is rapidly approaching completion and ORDERS WILL BE FILLED IN GOOD TIME for Spring trade.

We have a well-assorted stock still on hand, and can supply all the immediate wants of our customers. Requests for samples receive prompt attention.

COLIN McARTHUR & Co.,

INCORPORATED

RETURNED DEC 21 1901 Miss Lugher



Send Post Card For Samples

Re Stauntons Wall Papers

For 1902.

A prominent dealer, writes: "Stauntons Limited, Toronto. Please add the following lines to the balance of my order and ship as soon as possible. We have sold out these lines at a profit of 100 per cent."

This is but one of many of the well earned tributes from leading dealers of Canada we are receiving daily through the mails emphasizing the excellency of our lines for the coming season. Our artistic designs, pleasing colorings and special values all combine to make our goods not only great trade-winners, but large profit-producers, as they will always bear a 100-per cent. margin.

Stauntons Limited, Toronto.

(Formerly M. Staunton & Co.)

NEW BOOKS IN LONDON.

What is Appearing In Biography, Fiction and Other Branches of Literature.

London, November 30, 1901.

THE new Prayerbook has already been named by booksellers the "George, Prince of Wales" edition to distinguish it from previous editions. They were chary of stocking great numbers of the "Duke of Cornwall and York" edition, the change in his title which has now occurred, being anticipated. Thus, in recent months, the sale of the Prayerbook has been less active than usual, but something in the nature of a "boom" is now expected. Most likely the "George, Prince of Wales" Prayerbook will be a much favored Christmas gift. Apart from the titles, the only change is in the addition of the Accession Service for January 22.

CHEVALIER'S AUTOBIOGRAPHY.

"The penalty of writing an autobiography," Mr. Albert Chevalier declares, "is that you must do it yourself." He makes this remark in explanation of the occurrence of the "eternal I" in his own autobiography which Mr. Fisher Unwin is just issuing. Mr. Chevalier is half inclined to think that other people should write your autobiography—they know so much more about you. Anyhow he does not want to be thought unduly egotistical, and in proof of that he records with most care the nice things that have been said about him. He has no memory for the nasty ones.

CURZON AS A READER.

It is interesting to hear that Lord Curzon finds time, amid his duties as Viceroy of India, to remain a keen bookman. A stream of the leading English books goes to him, but even he does not buy so many as Lord Ripon did while in India. Of all the recent Viceroys, Lord Ripon was, perhaps, the most ardent book buyer. He was devoted to what, for want of a better term, is called "serious literature."

A fine-illustrated edition of Charles Reade's famous novel, "The Cloister and the Hearth," is in preparation. It is announced by Messrs. Chatto, who hold the copyright of Reade's books. Nearly a hundred pictures for it have been drawn by Mr. M. B. Hewardine. The story is as much liked in America as it is here, and an illustrated edition of it appeared there not long ago. Sir Walter Besant was wont to say that "The Cloister and the Hearth" was almost the best novel in the English language.

NEW EDITIONS.

Mr. Murray is bringing out a shilling edition of Darwin's great book, "The Origin of Species." As is known, copyright in the first edition of it is about to expire.

Sir Robert Ball's lectures on "The Earth's Beginning" will be published by Messrs. Cassell, who also have ready a work by Mr. M. H. Spielmann on British sculpture and sculptors of to-day.

Mr. W. E. Henley's article on his old friend Stevenson, contributed to the new number of The Pall Mall Magazine, is already the subject of keen talk among literary people.

The Dean of Gloucester's work on "Early Christianity and Paganism" is not likely to appear until the Spring. Various books are being held over in the same way.

A study of "The Kiss and Its History," by Dr. Christopher Nyrop, a philologist of high European reputation, is appearing through Messrs. Sands. The work has already appeared in Danish, Swedish, German, and Russian.

Mr. Edgar Gibson has written a short popular life of John Howard, the great prison reformer. It is to be published at once by Messrs. Methuen.

ITEMS.

We hear that Mr. Balfour has some idea, when he gets time, of revising his well-known book, "A Defence of Philosophic Doubt." Meanwhile he has been going over his latter work, first published in 1895, "The Foundations of Belief," for the eighth edition which is just appearing.

Mr. Hall Caine is writing an article on the Pope and Rome, as he saw both, while staying in the Eternal City. It will appear in Household Words, which the novelist's son is going to edit.

The Oxford University Press is publishing together, as a new edition, two works "Milton's Prosody," by Mr. Robert Bridges, and "Classical Metres in English Verse," by Mr. W. J. Stone.

CURRENT FICTION.

Lady Dufferin writes an introductory note to a novel of India, by Miss Cornelia Sorabji, which Mr. Freemantle is to publish. It also contains a letter to the authoress from Lord Hobhouse.

"The Fall of Lord Paddockslea" is a novel which Mr. Heinemann is about to publish. It is an intimate representation of modern political society, well-known personages being introduced under thinly veiled disguises.

Miss Adeline Sergeant is the author of a story entitled "The Marriage of Lydia Mainwaring," which Messrs. Hutchinson are publishing. The scenes are laid partly in Egypt, which Miss Sergeant has visited several times.

A story in the manner of Mr. Wells, that is treating of a great upheaval in the universe, is to be published at once by Messrs. Blackwood. It has the title "The End of an Epoch," and is by A. Lincoln Green, a new writer.

Messrs. Chatto are adding Sir Walter Besant's tale of London, "St. Katherine's-by-the-Tower," to their series of two-shilling novels.

Already advertisements are appearing for copies of the first edition of "Sir Richard Calmady." But only in the fourth edition, now being sold, has any change been made in the text. What it is exactly may be seen by a reference to pages 459 and 460 of the novel. It amounts to the leaving out of a scene- a scene expressed in a single sentence-which was not essential to the narrative.

Mr. Edwin Lester Arnold is daring enough in the plot of his new story, which Messrs. Cassell will publish. It records, with mingled picturesqueness and humor, how a young Englishman, wearied of the luxuries of modern life, accidentally discovers in his park—for he owns a park -a Roman British tomb, and in it the body of a centurion in a state of suspended animation. He is able to revive the Roman soldier by conveying to him half of his own vitality, and, more wonderful still, he conceives the idea that the other is himself in a previous incarnation. Thus there are two of the same individual, and this, upon the whole, is an awkward position.

A HANDSOME CATALOGUE.

The Christmas book catalogue of The Copp, Clark Co., Limited, is a dainty and tasteful piece of work, in which illustration and arrangement play the first part and the mere book list the second. It is so well adapted for the casual and the regular book-buyer that any bookseller who cannot make good use of any number of copies does not know his business.

Prof. Wm. Clark, of Trinity University, Toronto, has written a volume on Pascal for the series issued by J. & J. Clark, Edinburgh, and known as "The World's Epoch Makers."

The Bookseller and Stationer

President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO.
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL .....232 McGill Street
Telephone 1255
TORONTO.... .....10 Front Street East
Telephone 2701
LONDON, ENG..... .... 109 Fleet Street, E.C.
W. H. Miln
MANCHESTER, ENG ... . 18 St. Ann Street
H. S. Ashburner
WINNIPEG .....Western Canada Block
J. J. Roberts
VANCOUVER, B.C. ..... Flack Block
J. A. Macdonald
ST. JOHN, N.B ..... No. 3 Market Wharf
J. Hunter White
NEW YORK.....176 E. 88th Street

Subscriptions, Canada and United States.. $1.00.
Great Britain and elsewhere .....6s. 3d.

Cable Address { Adscript, London. / Adscript, Canada.

INDEX TO ADVERTISEMENTS.

	Page.
Anglo Canadian Music Pub. Assn	19
Barber & Bros., Wm	19
Barber & Ellis Co., Limited	15
Bell Telephone Co	18
Briggs, William	17
Brown Bros., Limited	1, 17
Buntin, Gillies & Co.....Outside back cover	
Burge, Warren & Ridgley	11
Cairns, Bernard	19
Canadian-American Music Co.	19
Confederation Life Association..Outside back cover	
Cooper, Dennison & Walkden.. Inside back cover	
Copp, Clark Co., Limited, The	2, 7
Curry, George	1
Desbarats Advertising Agency	13
Dixon Crucible Co., Jos	Front cover
Dwyer Bros.	18
Gillott, Joseph	13
Historical Publishing Co.	7
Hyde & Co	18
Kaye, Geo. W	19
Levy & Co.	19
Long, John	9
McArthur & Co., Colin	23
Mittag & Volger	15
Morang & Co., Geo. N.	1
Morton, Phillips & Co.	1
Musson Book Co., Limited	7
Partridge & Co., S. W	7
Payson's Indelible Ink	19
Pirie & Sons, Limited, Alex.	19
Revell Company, Fleming H	17
Roberts' Advertising Agency	19
Standard Crayon Co.	19
Stauntons Limited	23
Turkish Steel Pen Co.	1
U. S. Playing Card Co .....Outside back cover	
Warwick Bros. & Rutter.....Inside front cover, 1	
Watson, Foster Co., Limited, The	21
Western Assurance Co	13
Williams & Son Co., R. S	11
Whyte & Sons, Andrew	19

FACTORY FOUNDED A.D. 1735

WALKDEN'S

FACTORY REBUILT 1892

WRITING INKS



SCIENTIFICALLY MANUFACTURED IN THE OLDEST ESTABLISHED INK FACTORY IN THE WORLD.

BLUE BLACK, COPYING, SCARLET,
EXTRA BLACK, JAPAN, FANCY COLORS

IN STONE OR GLASS BOTTLES.

"MELANYL" MARKING INK

WARRANTED INDELIBLE AND HARMLESS ON ANY FABRIC.
REQUIRES NO HEATING.

SEALING WAX

IN ALL QUALITIES OF LETTER, PARCEL, BOTTLING AND DRUGGISTS' WAX.

"VICTORIA" "ROYAL CROWN" "BANK OF ENGLAND"
The three finest qualities of Letter Wax made.

FANCY COLORED WAX A SPECIALTY. SIXTY EXQUISITE AND DELICATE SHADES.
Put up in various sizes of sticks.

PARCHMENTS AND VELLUMS

OF EVERY DESCRIPTION FOR WRITING AND BINDING.
CONTRACTORS TO H.M. GOVERNMENT.

QUILL PENS, NIBS AND TOOTH PICKS.

ILLUSTRATED CATALOGUE, SAMPLES AND TERMS ON APPLICATION.

WALKDEN'S INKS CAN BE OBTAINED OF
THE COPP, CLARK CO., TORONTO.

MANUFACTURERS:

COOPER, DENNISON & WALKDEN, LIMITED
St. Bride Street, E.C., and Verney Road, S.E., LONDON.

DIMITY

Stationery

Dainty Dames Demand It.

BUNTIN, GILLIES & CO.

WHOLESALE ONLY.

MONTREAL OFFICE,
204 St. James Street.

HAMILTON.

Congress and Bicycle Playing Cards.

Gold Medal, Buffalo, 1901.
Highest Award, Chicago, 1893.
Grand Prix, Paris, 1900.
Classed as "above competition."

Players recognize they are the best.
Hence, there is a steady demand for them.
They sell quickly and give satisfaction.
Write us for samples of latest backs.

The U. S. Playing Card Co.
CINCINNATI, U. S. A.

THE TIME TO INSURE IS

NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.